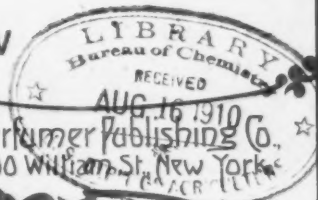


The American Perfumer

and Essential Oil Review

AUG. 1910

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SEE PAGE X

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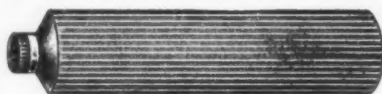
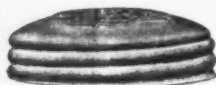
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AND

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TRADE MARK PITFALLS.

It is the object of every manufacturer of perfumes and toilet preparations to establish in the mind of the consumer a lasting impression of his goods, and to this end some distinctive trade mark is usually adopted and advertised in some manner or other. The selection of a trade mark is, or should be, very circumspectly made, as many have learned through costly experience.

Were it possible in every case merely to determine on the use of some word or symbol that happened to strike the fancy, or that was carefully thought out to serve certain ends, the matter would be simple, and we should be spared the utterance of this word of warning; but the matter is deserving of a second thought.

We are moved to make these rather bromidic observations by the receipt of supplements Nos. 1 and 2 to the seventh edition of *Trade Names*, compiled by the Perfumers' Association, and published in April and July, 1910, respectively.

This list is incomplete respecting registration in the United States Patent Office, and it fails to specify those trade marks registered in the Trade Mark Bureau of this journal. We shall refer to this again presently.

The principal fault, however, is even more serious, and consists of the unchallenged "registration" by the Committee on Fraternal Relations of the association, of any and all names submitted. They proceed on the theory that they have no responsibility in the premises, and discharge their duty by recording all names submitted, and publishing them at stated intervals.

That such a procedure is wholly insufficient and worthless will be patent to anyone who will remember for one moment the fact that very few manufacturers understand the trade mark situation at all, and are therefore likely to place reliance on the protection (?) afforded by the recording of their "trade marks" by the committee. To

give point to these criticisms we need only give a few instances, to wit:

"Concrete Muguet".....Hanson-Jenks Co.
Cucumber Cold Cream.....Hanson-Jenks Co.
MuguetHanson-Jenks Co.
English IdealLazell
Bear's Exquisite Cold Cream.....Montague M. Bear

The first three names cannot be made the exclusive property of anyone, because they are descriptive. The fourth is open to the same objection, and furthermore the word "English," being a geographical derivative term, is not subject to exclusive use. The fifth is descriptive and only the name "Bear's" can be claimed.

In general, no information is given as to the products to which the supposed trade marks apply, and one is allowed to conclude that these names, etc., are now in use. As a matter of fact, some manufacturers have the strange idea that they may, by giving "due" notice, reserve a name for future use. A more absurd notion would be hard to instance.

We beg leave to suggest to those who may pin faith to the Association's list of trade names to regard with respect the trade marks registered in the Trade Mark Bureau of the Perfumer Publishing Company, for the protection afforded to those who have so registered their trade marks will be sufficient to act as a bulwark against the assaults of all infringers—whether they act by intention or error.

HOW A TRADE PAPER HELPS.

A successful manufacturer, when asked why he patronized trade papers so largely to the neglect of other methods of advertising, replied: "Men who do not read their trade paper and keep posted in their business are usually poor customers. If I sell them a good lot of machinery they do not know how to use it and report it a failure, or, we have to run after them, lose time and money to get them a-going and make the sale stick. But those who read and are posted know how and succeed. Such men would not read circulars if I were to mail circulars to them. They see my 'ad.' regularly in the trade paper and know that I have an established business, and when they want anything in my line write me, and don't whine about price or what they can get from others, buy, try, and have no trouble, and pay the bill. Give me such a class of customers as I get by such judicious advertising all the time." His experience is that of successful merchants. The trade paper keeps its readers in touch with the times; with the points of trade and commerce, it puts money in his purse in various ways. It is a preventive against sloth and rust. It helps develop the best side of a man's commercial life.

ROSE AND GERANIUM PRICES.

ROSE.

The disquieting reports that have been received from Bulgaria during the past few weeks regarding the comparative paucity of this year's yield of otto of rose have been confirmed from reliable sources, and these later reports are practically unanimous in fixing the yield at from 85,000 to 90,000 ounces, which is about 25 per cent. less than last year. As a result prices have gone up and from \$6 to \$6.50 per ounce is being asked for brands of recognized high quality.

In spite of the embargo on the importation of geraniol and other rose oil adulterants into Bulgaria some unscrupulous handlers seem to have no difficulty in supplying themselves with these nefarious artifices, and indeed an English contemporary has learned that 65,000 ounces were smuggled in.

In the early spring the crop promised to be an abundant one, as the fields were in good condition after a mild winter. However, about two weeks before distillation began, torrential rains fell, day and night, and this untoward weather continued during the month of May. Because of the excess moisture the plants were attacked by disease, causing a loss of a large percentage of buds, and the lack of sunshine impeded the proper flowering of the remainder.

The yield of oil was also lower than usual, for while normally one muscal is obtained from about 15 kilos of roses, this year about 20 kilos were required (208 muscals make 1 ounce).

One result of this rise in price has been the fear in certain quarters that the consumption of otto would greatly diminish, because of the effective competition of synthetics. While it is true that the latter offer considerable advantage in respect of price, they are under the same ban as all other artificial products in that they do not completely take the place of their natural synonyms—neither in respect of *character*, nor *service*. Their place in perfumery is, of course, established, but their principal field seems to lie in their ability to impart some particularly desired *character* to a rose perfume, or bouquet odor.

GERANIUM.

We beg leave to refer our readers to the FOREIGN CORRESPONDENCE AND MARKET REPORT in our January, 1910, issue, in which we said: "A continued rise in the price of this oil can therefore be looked for and an adequate supply of African oil should not be expected before the market rises to a level that will enable the African growers to cultivate this flower with profit."

In their *Scientific and Industrial Bulletin* for April, 1910, Roure-Bertrand Fils, of Grasse, say: "For a long period we have alluded in our *Bulletin* to the distressing situation which has developed in Algeria among the geranium planters. Either because the rent of the ground is higher than in Réunion, or because labor is dearer than in the

latter colony, it is certain that the geranium oils cost the planter in Algeria from 25 to 26 francs. Having been obliged for a series of years to sell his oil at a loss, the planter has gradually abandoned this crop, and the quantity of essential oil harvested in the course of last season has not exceeded 20,000 kilos, which is a decrease of more than half on the quantity harvested a few years ago. We may look forward to the time when this oil will have disappeared from the market, unless a rise occurs to give a little encouragement to the producers.

"The next harvest will be on a very reduced scale, and it will be very difficult to procure the Algerian oil of really genuine origin."

There is, however, no unanimity of opinion or action among the important essential oil shippers in France, as the several factions are evidently trying to steer a safe course between higher prices and consequent smaller consumption. That the fear of reduced demand is not groundless is evident from the fact that a certain American toilet soap manufacturer who formerly used several thousand pounds of African geranium per year cut his purchases in half some seven or eight years ago when the price of this oil exceeded even present quotations. Ten cent toilet soap has become an American standard, and with raw materials for soap making at their current prices the permissible allowance for perfume is likely to be reduced and therefore cheaper oils are likely to be used. The fate of geranium can therefore be easily imagined if its price should go much higher.

NET WEIGHTS.

At the June meeting of the Flavoring Extract Manufacturers' Association, the following resolution was adopted:

"Resolved, That the association is opposed to any further legislation that shall have the effect of increasing the cost to the consumer, as instanced by the proposed Weights and Measure Bill now pending before Congress."

Since that resolution was passed, the general public has had its eyes opened in regard to certain "trade customs," with the result that the demand that products be sold by net weight or measure, has become almost irresistible.

The American Spice Trade Association has bowed to this condition, and at a meeting held Aug. 3, decided unanimously that all seeds were to be sold by net weight.

The Uniform Tares Committee of the National Wholesale Grocers' Association has sent out a notice to members warning them to avoid violation of the law delivering net weight to their customers.

The objection on the part of some extract manufacturers lies solely in the fact that to insure a minimum content of at least, say, two ounces in a panel bottle, it is necessary to use bottles holding at least that amount. Such bottles will average a slightly greater capacity, and so it is probable that from 5 per cent. to 10 per cent. more ex-

tract would be furnished. But would this not be advisable from a business standpoint (to say nothing of the moral principle involved)?

We have heard arguments pro and con, and have engaged in discussion with extract makers large and small, and the principal objection is as we have stated it.

In a very interesting paper on Bottles, read at the recent Extract Association's meeting, the author dilated on the troubles that would have to be overcome in making panel bottles of a definite capacity. The matter appears to be one entirely of expense, and while the endeavor to prevent an increase in price to the consumer is a laudable one, we are far from convinced that this altruistic phase of the situation is the only one that inspires the objectors.

In any movement involving a moral principle the right will *always* win—sooner or later—and it would seem the part of wisdom to bow to the inevitable.

BARBERS' SUPPLY DEALERS' CONVENTION.

The Seventh Annual Convention of the Barbers' Supply Dealers' Association was held in Atlantic City, July 12, 13 and 14 at the Hotel Chalfonte.

The principal items of discussion, as well as the papers read, had reference to the uplift of the barber shop, little attention being paid to the manufacture of toilet preparations:

The following officers were elected for 1910-11: President, A. T. Krank, St. Paul, Minn.; first vice-president, Ross W. Black, Pittsburg, Pa.; second vice-president, Harry Creutzberg, Philadelphia, Pa.; treasurer, Emil Kraut, Chicago, Ill.; secretary, R. F. Willie, St. Paul, Minn. Executive Committee—Geo. W. Sutherland, St. Louis, Mo.; Geo. D. Chisholm, New York; George Felton, Scranton, Pa.; W. C. Hermidinger, Louisville, Ky.

The next convention will be held in St. Paul, Minn.

We aim to publish each month's issue of this journal on the fifteenth, but the present number will be mailed on the 11th inst. as the editor, with Mr. Joseph S. Menline, secretary of the company, will sail for Hamburg on the *Amerika*, Aug. 13. The trip will include various centers where essential oils and kindred products are manufactured; but because of limited time, and the season being unpropitious, the French Riviera has been omitted from the itinerary. On a future trip, planned to begin earlier in the year, the editor will visit Grasse, Cannes and vicinity, and also the synthetic manufacturers in Switzerland.

We are making this trip largely in the interest of our subscribers, as we hope, in addition to gathering impressions at first hand, to arrange for scientific and practical articles that will be of value to all manufacturers in this industry.

The September issue will be delayed a few days beyond the usual date of publication, but will be issued about the 21st of the month.



ROSEMARY OIL

By ERNEST J. PARRY, B. Sc., F. I. C., F. C. S.



The statements which were current in all text books as to the characters of genuine oil of rosemary until recently have also had to undergo alteration, and oils that would have been condemned a few years ago—and many of which were in all probability condemned—are now recognized to be really pure oils. This is principally the case with Spanish distillates, and it is probable that the old figures published were obtained on Italian (Dalmatian) and French oils, with, of course, a few English distillates.

The principal point on which recent investigations have shown the necessity for a revision of previous views, is of the optical rotation of the oil, which has always been stated to be dextrorotatory. It is interesting in this respect to quote from a paper published by R. A. Cripps (Pharmaceutical Journal, xxi, 937) a number of years ago, in which he stated that English oil of rosemary is laevorotatory. But as the foreign oils on which he reported at the same time were obviously adulterated, it was assumed that the English oils were also impure, and that therefore his recorded figures were of no value. It is, however, quite possible that, although English oil of rosemary is not as a rule laevorotatory, a few given samples may have been so, and these may have been examined by Cripps.

Before dealing with the full examination of abnormal samples which established the purity of numerous laevorotatory oils, it will be interesting to see how the official pharmacopœias of various countries treat this oil. The following table shows this:

Pharmacopœia.	The Oil Ist.	10 % distilled from the oil.
British	Dextrorotatory	Not mentioned.
United States ..	Dextrorotatory	Dextrorotatory
Spanish	Laevorotatory	Not mentioned.
Russian	Laevorotatory	Not mentioned.
Swedish	Dextrorotatory	Not mentioned.
French	Dextrorotatory	Not mentioned.
Dutch	Dextrorotatory	Dextrorotatory

As a matter of fact, no one of these authorities is correct, as both the oil and the first ten per cent. distilled from it may be either dextrorotatory or laevorotatory.

Messrs. Schimmel & Co., some years ago examined five genuine samples, and gave the following figures for them:

No.	Yield.	Sp. gravity.	Rotation.	Rotation of first 10%.
1	1.4%	0.913	+4°16'	+1°30'
2	1.7	0.909	+3°40'	+1°22'
3	1.5	0.910	+5°54'	+6°26'
4	1.73	0.904	+6°54'	+7°49'
5	1.73	0.906	+8°52'	+8°24'

They at that time—with very good grounds—maintained that samples which were laevorotatory or which yielded a laevorotatory fraction, were adulterated with turpentine. The writer and other chemists held the same view until he condemned a large parcel of rosemary oil submitted to him for an opinion. The dis-

tillers protested that they had personally distilled it, and were able to state positively that the oil was absolutely genuine. They, however, saw the reasonableness of the analyst's position, and eventually were so good as to ship some hundred pounds of rosemary herb and flowers direct to the writer. One large parcel was sent from a district in Spain, the other from France from a district where an oil had been found to be laevorotatory. My friend Mr. J. C. Umney was kind enough to superintend the distillation of this oil, and in conjunction with Mr. C. T. Bennet, I made a full investigation of the two oils obtained. The general characters of these two oils, together with those of the oil distilled from the leaves only of one of the parcels.

	Spanish No. 1 Leaves.	French No. 2 Leaves and Stalks.	French No. 3 Leaves.
Sp. gravity	0.917	0.897	0.914
Optical rotation	0+5°30'	-8°30'	-3°
Op. rot. (1st 10%)	-1°	-12°30'	-10°
Bornyl acetate	3.2%	3%	3.6%
Total Borneol	19.7%	10.9%	18.5%

No. 1 was distilled from herb collected towards the end of the summer and dried in the sun. No. 2 was distilled from stalky herbs collected in February, and No. 3 was distilled from the same parcel deprived of the stalks. It is thus definitely shown that the oil may be rotatory in either direction, and that notwithstanding the fact that a given oil may be dextrorotatory, the first ten per cent. distilled may be laevorotatory. In order to obtain a full set of figures for these oils, so as to be able to discriminate between abnormal oils which showed this laevorotation, and oils which were really adulterated—usually with turpentine—we fractionated the three oils described above and determined the characters of the various fractions. If an oil be so treated it will be found difficult to imitate the values for all the fractions which show fairly constant characters.

The following were the results of these fractionations:

Sample No. 1.				
Fraction.	Sp. gravity.	Rotation.	Refractive Index.	Commenced to boil at
1 (10%)	0.8884	-1°	1.4676	152°
2 "	0.890	-1°10'	1.4680	156°
3 "	0.895	-1°20'	1.4681	159°
4 "	0.902	+1°	1.4682	162°
5 "	0.903	+1°20'	1.4683	163°
6 "	0.911	+2°	1.4686	165°
7 "	0.922	+2°30'	1.4700	169°
8 "	0.940	+3°	1.4736	177°
Residue			1.4885	183°

Sample No. 2.				
Fraction.	Sp. gravity.	Rotation.	Refractive Index.	Commenced to boil at
1 (10%)	0.874	-12°30'	1.4660	
2 "	0.878	-13°	1.4670	
3 "	0.879	-13°30'	1.4670	
4 "	0.883	-12°30'	1.4670	
5 "	0.886	-11°20'	1.4670	
6 "	0.891	-10°30'	1.4670	
7 "	0.896	-8°30'	1.4678	
8 "	0.909	-5°30'	1.4702	
Residue			1.4859	

Sample No. 3.

1 (10%)	.....0.885	—10°	1.4660
2 "	.....0.888	—10°	1.4680
3 "	.....0.891	—9°20'	1.4685
4 "	.....0.896	—7°70'	1.4686
5 "	.....0.900	—6°70'	1.4686
6 "	.....0.909	—4°50'	1.4686
7 "	.....0.921	—1°	1.4680
8 "	.....0.938	+2°	1.4697

It will thus be seen that in examining the successive fractions of pure rosemary oil there is practically steady diminution in the laevorotation (except where fractions are almost identical in this respect) towards a change to dextrorotation. Whether any fractions will become dextrorotatory depends on the initial rotation of the oil. In the above figures for example, sample No. 2 had an initial rotation of $-80^{\circ}30'$, and not one of its fractions became dextrorotatory, although if the 20% residue had been light enough to examine in the polarimeter, it would probably have been dextrorotatory.

It will also be seen that the successive fractions have a gradually rising refractive index until the residue has a refractive index of over 1.4850. From an examination of all these figures it appears that the dextrorotatory samples would usually be adjudged better than samples which had much laevorotation: for the presence of much stalk in the herb appears to be to some extent the dominant factor in causing a high laevorotation, and when this is the case it will usually be found that the oil contains more pinene, possibly laevopinene, which would be responsible for the laevorotation, and much less free borneol than dextrorotatory oils.

But it is important that whilst these figures may assist in the valuation of given oils, it is clear that they also enable the analyst to pass oils as genuine which have been until rejected as adulterated.

Schimmel & Co. have found oils of this type, and are probably in agreement with the writer, that the condemnation of laevorotatory samples of rosemary oil requires more evidence than is afforded by the rotation.

In the course of his investigations on spike lavender oil, mentioned in the paper dealing with that oil last month, Birckenstock appears to have also confirmed the main fact to which attention has been drawn.

In conclusion the following might be accepted as standards for pure rosemary oil:

- Specific gravity, 0.895 to 0.920.
- Optical rotation, -9° to $+18^{\circ}$.
- Refractive index at 20° . About 1.4670—1.4690.
- Esters as bornyl acetate. Not below 2.5%.
- Total borneol. Not below 10%.

Oils which showed a rotation over -2° will be found low in borneol, and the actual quality will naturally be judged largely upon the borneol content, although the other constituents of the oil possess an odor value.

SURGEONS' SOAPS.

In a recent number of the *Journal des Praticiens* Dr. Lemaire, of Dunkirk, France, gives several formulae for solid and liquid antiseptic soaps for surgeons' use. The base is generally white Marseilles [Castile] soap, which should be entirely soluble in alcohol and show but little

alkalinity. Dr. Lemaire prefers formaldehyde as the antiseptic

(1)
Marseilles soap... 20 parts
Alcohol (90%) .. 10 parts
Glycerin 10 parts
Formalin 1 part
Tincture of eucalyptus
to perfume

The ingredients are heated together and poured into a mould; the cooled soap is translucent. A few drops of caustic soda solution may be added to increase the alkalinity.

Tincture of eucalyptus (F. Codex) is prepared by macerating 1 part of cut and braised eucalyptus leaves in 5 parts of alcohol (80 per cent.).

(2) *Mikuliez's Liquid Soap*.
Olive oil 6 parts
Caustic potash solution 7 parts
Alcohol 10 parts
Water 17 parts

(3)
Caustic potash .. 50 grams
Dissolve in
Water 100 grams
Add
Almond oil 200 grams
Glycerin 100 grams
Water to make 1,000 c.c.

Keep at 60 degs. Cent. for twenty-four hours, decant excess of oil, and add
Alcohol (90%)... 70 grams
Oil of bergamot. 30 grams

(4)
White soap 10 parts
Alcohol (90%)... 10 parts
Water 12 parts

(5) *Demelin's formula*.

White soap 38 parts
Glycerin 50 parts
Distilled water ... 500 parts

(6)
White soap 100 grams
Soft soap 100 grams
Water 5,000 c.c.
B-naphthol 2.5 grams
Oil of lemon... to perfume

(7) *Bier's formula*.
Soft soap 9 parts
Alcohol (90%)... 20 parts
Water 50 parts
Glycerin 750 parts
Olive oil 250 parts

(8)
White soap 20 grams
Alcohol (90%)... 20 grams
Glycerin 20 grams
Sodium - carbonate solution (2%) 50 grams
Formalin 1 gram
Tincture of eucalyptus 20 drops

The amount of water can be varied according to the consistence desired of the finished product. With half the quantity of water, a soap of the consistency of vaseline is obtained.

(9) *Guyon's formula*.
Powdered soap ... 100 parts
Carbolic acid 1 part
Cocaine hydrochlorate 2.5 parts
Water, of each equal parts, sufficient to make a semi-fluid mass.

This is employed for rectal examinations.

According to official statistics, Consul Charles L. Hoover, of Madrid, says that in 1909 Spain devoted 3,445,309 acres to the growing of olives, with the following results:

The total production of olives of all kinds was 1,308,294 tons, or about a metric ton (2,204 pounds) per hectare (2.47 acres). The oil mills crushed 1,332,294 tons, the yield of oil per 100 kilos of olives (220 pounds) being 18 liters (4.75 gallons). The total production of oil in the kingdom was 63,299,808 gallons.

The provinces having the greatest yield of olives in the order of the quantity produced were as follows: Seville, Cordoba, Jaen, Tarragona, Malaga, Granada, Murcia, Huelva, Teruel, Badajoz, Cacerez, Castellon, Valencia, and Alicante. These provinces lie in the southern half of the kingdom.

THE EXPORTERS' OPPORTUNITY*

By DR. W. P. WILSON, Director of the Commercial Museum, Philadelphia

Mr. President and Gentlemen of the Association, we have heard such a magnificent address here this afternoon, a sermon in itself on proper methods of business, that it seems almost getting down too quickly to take up such a practical subject as the method of securing trade in some foreign countries. There is no doubt in our minds that the time is coming when there will be much larger exports in all lines of American made goods than there are at the present time. There is no questions that the conditions in the United States and in other foreign countries are slowly changing. We look upon England today as a great manufacturing nation, which produces very little required in the processes of its manufacture. Now, there is no doubt in the minds of those who study the situation but what the United States is slowly coming from the greatest important nation in the world, perhaps, to a condition in which the exporting product will change and greatly change. It is changing now. The greatest bulk of our exports have been in food stuffs and things of that kind. The exporting of food stuffs is slowly decreasing. The manufactured products are rapidly increasing which we are exporting. The time will come when we shall not export any food products, we shall need them all ourselves, and we shall be importing food products as we gradually grow into a nation which exports manufactures. We are increasing our inhabitants rapidly by immigration. These immigrants must be provided with employment. That will not mean farming industries. We can grow in that direction to a certain extent, and then it must stop. The manufacturing industries will scarcely have a limit. You may have noticed in the report from Washington that in February for the first time in the history of the country, our exports were \$4,000,000 less than the imports, and that is a thing that never happened before. Four million dollars less in February of exports than imports, and in the eight months preceding that time our exports decreased \$100,000,000 over the same time of the previous year. That points a little in the direction in which we are going.

Now, looking forward to the time when we will increase our manufacturing interests, we must have a corresponding increase in exports, and I am sure you are all looking for that time. There has been a great deal said about the possibilities of trade in the Latin-American and Spanish-American countries. I am going to speak especially a few words on the possibilities and difficulties of getting trade in Latin-American countries. If you look back a little to the time when Secretary Root took the circle around South America, and if you read those interesting reports and his lecture at Kansas City when he came back, you will find that the Latin-American countries and Spanish-American countries are waiting with open arms for our material, waiting to welcome us down there with our goods. When you come to a real study of the situation it is a little bit different. The Latin-American countries have been receiving goods from Europe, ever since the Spanish first settled in South America and Central America and Mexico. They are accustomed to European goods. They are accus-

tomed to European methods. They send their sons to Europe to be educated. Their whole line of thought just as soon as they have wealth enough to visit a foreign country, is to go to Europe, and for that reason steamships, ocean travel, communications of every kind have been made ten times easier with Europe than with the United States. There are twenty steamship lines sailing from Europe into the West Indies and South America, sailing even to Mexico, to one that goes from New York or any of our ports here. I find we have seven freight lines, including two lines that carry passengers, from New York to South America—the Lamport and Holt line and one other line, which is a new line, are carrying passengers, and freight as well. It is no longer necessary to go to Southampton, or to Seine, to go to South America.

Now, then, the population of South America. The whole of South America has a population of 44,000,000, only one-half of the United States, but there are immense opportunities to teach these people to use certain things—you will not have to teach them to use perfumery, because they are the greatest users of perfume of any people in the world, they are the greatest users of face powder, and you have a double market, because the men—that is rather different from most other countries—are profuse users of perfumery all through Latin-America, and I believe they use more face powder than any other set of countries in the world. I heard an American, who is down in Mexico, speak of the profits on various lines of goods, saying that if he could only get a concession just for the face powder used in Mexico, he would soon be very wealthy.

The total imports into the entire countries of Latin-America amount to \$707,000,000. Now, that is only a million or two dollars more than the exports of the United States to Great Britain and the Netherlands, but at the same time the possibilities of an increased use of such materials is, as you can see, very great. I remember once hearing Minister Wu in a speech, at one of the clubs in New York here, and he said if you could only lengthen the shirt of a Chinaman just an inch, it would keep a dozen factories busy in the manufacturing of the additional goods required. So, with these Latin-American people, they can be taught to use an increased amount of goods.

I will mention some of the difficulties you will have to contend with. I assume you will try to get some of the Latin-American trade, and it is not a very easy thing to do. If you attempt to go into the Latin-American market, one of the first difficulties you will encounter is the custom of these people to go to Germany and France. The Latin-Americans go to France more than they do to Spain, or anywhere else. France is their Mecca, and French perfumery is what they use. I noted that there were twenty-one manufacturers of perfumery in the city of Buenos Aires alone. I could not quite tell whether they all actually manufactured perfume, or whether some of them bought the materials in bulk, and put them up with their own names as druggists, but my expert advised me that there were twenty-one large dealers in perfumes in the city of Buenos Aires. You have that to compete with. You will have to compete with the French products that are already in there. One of the most difficult things you

*A paper read at the Perfumers' Convention, April, 1910.

will have to look after is to get acquainted with the people. We have not an intimate acquaintance with the habits and customs of the Latin-American people, and it is necessary that you should have that, if you are going to sell them your goods. We are apt to look upon them as having the same sentiments and feelings as we have, and the same aspirations, but they are a very different set of people, and if you do business with them you cannot do it the way you do it here. You cannot go around and canvass your trade in that country with the rapidity that you do it here. You must do the social act first. You cannot get into a club unless you have had an introduction. The first thing you do is to become acquainted with the people in a club, and there are many of them in every city. The first time I went to a Latin-American city I found it necessary to be introduced into three of the clubs of the city. Then I was *au fait*. I did not go for business, but it would have been exactly the same if I had done so. I went to the clubs morning, noon and night. The Latin-American people live in their clubs more than we do. You seek an introduction to the man with whom you want to do business. You sit down and talk with him socially, you do not approach the subject of business—it is a social matter—you talk with him and discover what his tastes are—he perhaps has good luck and is doing various things, and you talk with him about these things and get at him socially, and you put in a week or two doing that sort of business before you ever think of such a thing as doing any selling of your goods to him. Then the matter comes along naturally, and you can do your business.

I have been for fifteen years interested in foreign trade. We began fifteen years ago to establish a bureau for foreign trade in Philadelphia, which, at that time, was started by the City of Philadelphia. It is called the Philadelphia Museum—that is a sort of misnomer—it is a bureau for international trade. We have not dried monkeys or things of that kind in this institution, but the museum part of it is a museum of the goods that are picked up in the foreign countries to which we desire to send our trade, and the conditions of that article are represented in every possible way to show you what it is. We have a room with ten thousand square feet, in which we will show you all the materials and manufactures and every sort of that thing which you will find in Japan. We have received thirty-six great cases from the Japanese Government during the past year, fine lacquer work, ivory work, matings of every kind, and a various selection of practically everything of small bulk that is manufactured in Japan. One of the Japanese Commissioners who was here several years ago, made me a present of several yards of silk, which he said was the most costly silk ever manufactured—they did not use a shuttle, but it was done by the use of the fingers, and the most expert person could weave only one inch a day. That is the kind of museum we have in Philadelphia. The object is to show up everything we can get from the countries with which we might do business, for the advantage of exporters or importers. It shows a lot of fine cabinet wood. I have the greatest selection of cabinet woods that any institution in any part of the world can show—I have about twenty thousand specimens. Brazil has sent great logs squared up, to show the commercial size of rosewood, white mahogany, and very fine satin woods. We exhibit from fifty different countries in that way.

Then this bureau, to which I have referred, is attached to the museum, in which we employ thirty people to do nothing but study foreign markets and aid the man who

wants to export to foreign countries. That bureau is not operated for profit. There is no profit in it—it was paid for first by the City of Philadelphia, which organized it, and thought it was a good thing, and then we extended the use of it first to Pennsylvania, and then to the whole National Government, and at that time Philadelphia withdrew from the control, management and employment of the clerks, and it has been supported ever since by the people who use it—a nominal charge is made for the service rendered by the bureau, but one-half of the information which goes out is not paid for. We never refused any information to any one, if we could give it. We have had a pretty varied experience. We have found all sorts of difficulties and some encouragements, in our attempts to get into the South American trade or other trade. I sent a man at one time to China, and kept him there for fifteen months, with the permission of the Chinese Government. We have sent men through Africa and Australia and other South American countries a half dozen times to gather information. We keep our own agents in the leading cities.

One of the difficulties that you will find have to contend with in getting into the South American trade then is to get acquainted with the people and get into a condition so you can do business with the people there. Then one of the next difficulties will be getting reliable and accurate information concerning the firms themselves. You do not want to do business with a firm you do not know something about, and that is rather a difficult situation. There are some companies in Latin-America, two or three of them, which conduct a business similar to that of Dun's and Bradstreet's here, and the Dun Agency has gone down to these countries to a certain extent and is working in them, but from one company or another you can get the information. We have in our bureau at the present time information concerning about two hundred thousand foreign firms all over the world, but we do not give any ratings whatever. We only get a statement of what the firm is doing, and we get references ourselves as to their reliability, but not the amount of business they are doing. We do not attempt to do that. If you want to know what a firm is handling, and get a line of goods in Buenos Aires, we have six hundred firms that know all about the concern in question. We have various sources of information, as you can imagine. I can name one of the biggest firms in the United States, handling meat extracts, where we have placed forty agents for them in South America. You can, also, in one way or another, through the banks, secure credit reports in such way that you will know the reliability of the firms.

Another difficulty is the fact I have already mentioned, that the field is largely preempted by European houses that have been working for the last century in Latin-America, and it is a good deal easier to get into a country that is not preempted and get trade, than it is to crowd, somebody out. You will be a little at a disadvantage, too, because before the time of extradition—some twenty or thirty years ago—the Americans were chiefly known in Latin-American countries as those that had fled from justice in this country, and the opinion they had of Americans was not of the highest order. The matter has changed in recent years, and we have some excellent American firms which have established branches in many cities of South America. Of course, we have a great many in the City of Mexico, as you know.

The French, the Germans and English who are pushing

trade in Latin-America have established branches of their banks in all the large cities. As we have not any American banks in Latin-American cities, you will have to do your business through some established firm, that may have an office there, or you will have to do it through the London banks. These all have their branches in the different large cities, and you will pay them at least one-half of one per cent. for your exchanges and your business, and that amounts to some millions of dollars during the year in the trade with Latin-America. We have a lack of transportation to that point. As I have said, we have two or three steam lines that are carrying passengers, and altogether we have seven lines going out of New York that carry either freight or passengers.

Another thing you will have to reckon with is the credits. It is one of the interesting situations that Great Britain, France and Germany have been willing to give credit to these Latin-American people. There are just as many honest houses there as here in the City of New York, but of course if you do business with a house in New York, if you do not know them you would learn about them, and so you must do the same thing down there.

Credits are anywhere from three to six to nine months or a year. It is generally done on note, and with interest. You lose nothing. The interest is quite considerable—six or eight per cent., even, so that as the foreign countries have started in to do business in that way it has grown up to be a system, and you are not able to do much business with Latin-American countries unless you are willing to do it on that basis.

The European countries that are catering to the Latin-Americans have been willing to study the conditions and the wants of the people down there and fill these wants even before being asked. In my experience I have found that the American manufacturer is quite loath to do anything of that kind. I have tried to negotiate at different times in the last fifteen years to get a manufacturer to modify his product to a certain extent. In South America, Africa and in Australia, I once picked up three hundred pairs of shoes just to show the styles that were going in there from England and France and elsewhere, and I got the retail price and all that sort of thing on these shoes, and sometimes the wholesale price, and brought them to the United States, and I discovered several houses on the other side who wanted these special styles of shoes. I found that it was impossible to get a manufacturer in Massachusetts, or anywhere else at that time, to change his lasts and make that style of shoe. I have never heard of a cotton manufacturer catering to the Chinese, who want a given width of cotton, twenty-two or twenty-four or twenty-seven inches, just enough in the piece to make one or two suits of cotton clothes. The manufacturers here insist upon making as much as they can get in the width of a loom and never catering to that sort of a thing, but you will find that the Germans and other countries have catered to the Chinese in that respect. Even the English, in central and middle Africa, where the natives weave on the looms, that are only six or seven inches wide—they make beautiful patterns, and they take them in the lengths, like ribbon, and sew them together—the English have made millions of yards of cloth, and they imitated six or eight seams, just to make it appear as though the cloth had been woven in the narrow strips and sewn together—this was done to fool the natives, and they sell these goods in that country.

I have another illustration in mind which I will give you. Mr. Farquhar of York, Pennsylvania, some fifteen years ago, I believe, sent one of his men to the Argentine Republic to study the system of plows. They plowed with a one handle plow. Mr. Farquhar went to work and imitated exactly that plow. He made the wood just the same pattern and put on a steel point. In about three years he sold \$20,000 worth of plows in the Argentine Republic. With his little contrivance he could make them for about \$2.00, delivered. I believe they were sold for \$2.50. They rapidly took the place of the old wooden plow that was sold all through the Argentine Republic. I once had the distinction of having a man who is traveling in Spain, induce a large Spanish firm in Madrid, handling machine tools, to drop the house they had been dealing with in England for many years, down through two or three generations, and come to one of our own machine tool manufacturers in the United States. We make the best machine tools. This man was a good salesman, he had the qualities and talents described by Mr. Kenyon on the floor here today, and he induced this old staid Spaniard to drop the English house. That went along for two or three years, when trade in the United States became very brisk, and the American firm could not manufacture machine tools fast enough for the home market, and it dropped this Spanish house absolutely. In my judgment, the manufacturer here ought to have dropped his home trade. The man in Madrid would never have dropped him. Whenever you get anything in that shape it is fast—it is something that will last. That is too much the tendency of our manufacturers. I know of a manufacturer, I was going to say within the sound of my voice, but not quite, who was dealing in the Argentine Republic, who was glad at certain times to get big orders for the manufacture of bags for wheat by the million. There came a time when the business here was very brisk, so that he absolutely failed to answer the cablegram sent to him from that firm to have his goods shipped to them. Such things kill our foreign trade.

Of course, the subject of the proper putting up of our goods is an old one, and we can fail in that just as easily as can be, and it is a pretty disgusting thing when a man in Buenos Aires, or Rio, or somewhere else, who has waited for the American manufacturer to ship these goods, finds they are in bad condition. Too much care cannot be exercised in the packing and shipping of goods to these foreign countries. In many cases they must be conveyed long distances—they have to be transported a long distance up the mountains. I caution you to be particularly careful in regard to the manner in which you pack your goods, and the channels by which you transport them. If any of you gentlemen at any time wants specific information on these points, we will be very glad to give it to you.

I will just say a few words to guide you in the matter of trade marks. You cannot register a trade mark in the Spanish-American countries, with the same safety that you can here. There is a little case which came under my observation quite some time ago, the case of the overall manufacturers, Sweet, Orr & Co. They had an agent down in Cuba, who registered their trade mark, and when he wanted to control the trade, he showed the firm that he owned that trade mark, and that they could not sell their overalls in that country except by his permission, and that they could have their trade mark for \$20,000 if they wished it. Another case is the California Fig Syrup Company—their agent in Cuba played the same game. He registered the trade mark in his own name, and subsequently asked payment for the trade mark. You must be very careful about the way in which you register your trade mark.

(To be continued.)



ESSENTIAL OILS IN THE PHARMACOPOEIA

By PAUL JEANCARD and CONRAD SATIE



Some short while ago we published a critical review relative to essential oils (1), as given in the eighth edition of the United States Pharmacopœia, and concluded by expressing our doubts as to the utility of a Pharmacopœia standing in authority during a period of ten years and more. It is probably still a long time off, but a Pharmacopœia will eventually be considered *but* as a manual of handy reference and not as an official *torne* endowed with infallibility for ten years.

In our preceding article we stated that the Pharmacopœia of the United States possesses all the faults which are found in the Pharmacopœias of other nations, and at that time we gave the causes for the same. In view of the new edition which is now in course of preparation, we desire to seek the means of remedying these faults, common to all Pharmacopœias. To this end we will subdivide this article under the four following heads:

1. Official essential oils;
2. Description of essential oils;
3. Constants of essential oils;
4. Determination of the constants of essential oils.

We will conclude by proposing a rational grouping of essential oils for the Pharmacopœia.

In order to study these questions we have taken into account everything concerning essential oils and their constituents in every Pharmacopœia which has appeared from 1902 to 1909. These are the following: Swedish 1902, Russian 1902, Italian 1903, American 1905, Austrian 1906, Spanish 1906, Holland 1906, Belgium 1906, German (Supplement to Pharmacopœia No. 4, 1906), Danish 1907, Japanese 1907, Swiss 1908, French 1908, Swedish 1909.

I. OFFICIAL ESSENTIAL OILS.

The first question properly to be considered in the subject of essential oils from the viewpoint of their description in a Pharmacopœia, is the following: Which of the essential oils, because of their medicinal properties, should be included in a Pharmacopœia?

The commissions which have elaborated the Pharmacopœias of the several countries of America and Europe have not considered this question explicitly, to say the least. To convince one's self of this it but suffices to open the different Pharmacopœias which have appeared since 1902. From these can be compiled fifty-five essential oils which they describe, but not any one of them considers all of these fifty-five essential oils as official. This is shown by the following tabulation.

It is to be understood that this classification is hardly rigorous. Thus one Pharmacopœia described rectified turpentine, another both the crude and rectified. Ceylon cinnamon is official for Germany, Spain, France, Holland and Japan; Chinese cinnamon (cassia) for Belgium, United States, Italy and Switzerland. In our accounting we have taken the two cinnamons as but a single essential oil and the same for both turpentines.

¹P. Jeancard and C. Satie: Les Huiles Essentielles d'Après la Pharmacopœia Americaine, Octobre, 1909, et AMERICAN PERFUMER, page 208, Janvier, 1910.

Pharmacopœia.	Number Described.
Sweden, 1902.....	10
Italy	13
Russian	18
American	32
Austrian	17
Spanish	19
Holland	16
Belgium	18
German (Supplement).....	25
Danish	12
Japanese	20
Swiss	21
French	19
Sweden, 1909.....	8

The Pharmacopœias of Sweden and Denmark are the poorest in essential oils, while the eighth United States edition describes thirty-two of the total fifty-five. Some countries have, in the recent editions of their Pharmacopœias, shown a tendency to diminish the number of official essential oils, as is shown by the following table:

Pharmacopœias.	Additions.	Suppressions.
Danish, 1907.	None.	Bergamot, cajeput, Chinese cinnamon, mace, marjolaine, mustard, crude turpentine, juniper.
Japan, 1907.	Bergamot, mace, sandwort, santal, thyme.	None.
French, 1908.	Mustard, santal.	Absinth, camomile, caraway, lemon, cumin, fennel, bitter orange, rue, sassafras, sage, worm-seed tansy.
Sweden, 1909.	None.	Fennel, mace.

The question might well be asked as to which of the essential oils are taken into consideration by all the Pharmacopœias. Answering this, it can be stated that there is but *one*, which is turpentine, and this condition only obtains by confounding, as we did above, crude turpentine with rectified turpentine.

The following list indicates the essential oils described by at least one-half of the Pharmacopœias considered:

	in 13 Pharmacopœias.
Lavender	" 13 "
Rosemary	" 12 "
Peppermint	" 12 "
Santal	" 12 "
Lemon	" 12 "
Mustard	" 11 "
Cajeput	" 10 "
Anise	" 9 "
Cinnamon	" 9 "
Clove	" 9 "
Rose	" 9 "
Fennel	" 8 "
Neroli	" 8 "
Thyme	" 7 "

Lavender, neroli and rose have attained a pharmaceutical popularity which is surprising in consideration of the fact that thyme, a strong antiseptic, is recommended by only one-half of the Pharmacopœias. Cajeput is official for ten countries, while eucalyptus, which represents analogous therapeutic properties, is recognized only by Spain, France and the United States.

Belgium, the United States, France and Sweden have a marked tendency to recommend the employment of the principal constituents. Among these, it is noted that but eucalyptol, thymol and menthol are unanimously considered by all countries as official. Methyl salicylate, on the contrary, does not obtain a popularity in proportion with its therapeutic value.

After what has just preceded, conclusion can be made that the most vague ideas exist as to the pharmaceutical utility of essential oils and their principal constituents. We think that it would be only proper to fix the number of oils, the organic and physiological properties of which permit of their employment in pharmacy. We propose the following list:

Bitter almond	Cypress	Pinus silvestris
Anise	Eucalyptus	Orange
Star anise	Fennel	Pennyroyal
Spike	Juniper	Rosemary
Bergamot	Clove	Rose
Bois de Rose	Hyssop	Rue
Cajeput	Peppermint	Savin
Ceylon cinnamon	Spearmint	Santal
Chinese cinnamon	Mustard	Wild thyme
Cedar	Myrtle	Turpentine
Lemon	Neroli	Thyme
Copaiba	Petit-grain	Wintergreen

and among the constituents:

Linalyl acetate	Eucalyptol (cineol)	Safrol
Cinnamic aldehyde	Eugenol	Methyl salicylate
Anethol	Geraniol	Amyl salicylate
Borneol	Linalol	Benzyl salicylate
Camphor	Menthol	Santalol
Carvol	Methylnonylketone	Terpene
Citral	Pulegone	Terpineol
Benzoic aldehyde	Citronnellal	Thuyone
Apiol	Citronellol	Thymol

II. DESCRIPTION OF ESSENTIAL OILS.

A perusal of the different Pharmacopœias shows that the descriptions of essential oils and of the principal materials for their manufacture are totally lacking in homogeneity, that fundamental quality of all scientific data.

The first description of the principal materials of vegetable origin used in medicine formed part of the ancient "Materia Medica"; the "Pharmacographia" of Flückiger & Hanbury sets forth the principals of modern pharmacognosy which Professor Em. Perrot of Paris defines thus: "The scientific study of the primary materials, of vegetable or animal origin, used in therapeutics." (¹).

There was a time when the geographical origin, more or less well established, determined the value of a product: Ceylon cinnamon, Chinese cinnamon (cassia), benzoin from Siam, benzoin from Sumatra, etc. Pharmacognosy became more precise with Guibort, who made complete descriptions of the external characteristics of the different drugs; with Planchon, who completed these descriptions by the ad-

ditions of the histological characteristics. During the last twenty years the science of pharmacodynamics has been combined with the above. This is "that branch of experimental physiology which investigates and demonstrates the physiological action of materials of vegetable and animal origin." To be accurate, we are compelled to add that certain savants, in particular Professor Perrot, considers pharmacodynamics as the indispensable complement of pharmacognosy, while others maintain, with Professor Tschirch of Berne that they are two independent sciences.

Adopting pharmacognosy in the sense proposed by Perrot, the identification of a vegetable drug depends upon:

1. The exterior characteristics.
2. Botanical information, morphology, physiology, geography, etc.
3. Chemical composition.
4. Experimental determinations by pharmacognosy.

In any Pharmacopœia can be found descriptions answering to these requirements. These same descriptions are always incomplete and often contain erroneous statements. While dealing with this subject we permit ourselves to cite the following lines, which are extracted from the "General Notice on Preparatory Work" by the third section of the International Congress for the Suppression of Frauds.

Most drugs and chemical products are defined by the official Pharmacopœias, but their statements are so divergent and these differences so numerous that they constitute the best argument in favor of an international conference.

In almost all of the Pharmacopœias there is to be found for each essential oil the Latin name, method of preservation, and description of its aspect (color, fluidity, odor), and various physico-chemical constants. These four points we will consider separately:

Latin Names of the Essential Oils: The Pharmacopœias seem to consider as an incontestable utility the giving of Latin names to the essential oils and their principal constituents. This use of Latin, now somewhat comical, was formerly considered a mark of great erudition, which is, however, not the modernized notion.

The first edition of the French Codex, published in 1818, was entirely in Latin. It was translated into French in 1821, but this translation, while authentic, was never considered official. Since its second edition; that is, since 1837, the French Pharmacopœia has been written in the French language and the Latin has been preserved but for the sub-titles of the various products described. It is well to remark that in the French Pharmacopœia the products are classified by the alphabetic order of their French names, while in the Eighth United States Pharmacopœia the Latin names establish the alphabetic order.

The Latin names in different Pharmacopœias are not the same, and this divergence does not constitute an elegance: Aldehydum benzoicum, benzaldehydum, salicylas methylicus, methylicum salicylicum, methylis salicylas.

Essentia bergamoti, oleum bergamottae, oleum rosae, oleum rosarum.

It would be desirable to see this practice stopped, entirely ridiculous, of giving Latin appellations (as it must be admitted that only gibberish follows from its employment). Indeed, no serious person would consent to its use in practice. We hope that the United States will establish a good example in the coming edition of its Pharmacopœia.

¹Perrot: Bulletin des Sciences Pharmacologiques; 1909, page 125.

Color of Essential Oils: Most Pharmacopœia revisers believe themselves obliged to describe the color and odor of essential oils. These descriptions of color are insufficient or false because of the simple fact that the colors of many essential oils change very rapidly with time by reason of more or less exposure to the air and light. Daily observations show that this color is variable for oils obtained normally. These descriptions of color, which do not help in the determination of an oil, can therefore be well suppressed.

Odor of Essential Oils: The odors of essential oils are impossible of description, for we lack absolutely the terms whereby comparison can be fixed. We may add that not in any language do there exist the proper words for such description, for we cannot consider as definite such expressions as aromatic odor, agreeable odor, sweet, etc. It would, therefore, be best completely to suppress these useless expressions. This was done in part in the French Pharmacopœia of 1909, which mentions certainly the aromatic odor of eucalyptus, the strong odor of lavender, etc., but in the main makes no mention of odors. It suffices, to our notion, to mention that the body is odorous without seeking to characterize the same.

Preservation of Essential Oils: For each essential oil the Eighth United States Pharmacopœia states that it is to be kept in colored bottles, well stoppered, kept in a cool place, not exposed to light. The repetition of this precaution is useless, and should be suppressed. The French Pharmacopœia states these precautions once and for all in the generalities on essential oils.

Complete Description of Essential Oils: No essential oil can be defined by color, odor or its Latin name. The designation of the plant, the part treated, method of preparation and lastly the physico-chemical constants constitute the true characteristics.

We think that these divers points should always be presented in the same order, so as to allow of handiest reference by the reader. We have attempted to realize this in our "Abrégé de la Chimie des Parfums," published in 1894, which is one year before the Eighth United States Pharmacopœia became official. In this little book we grouped on a single page all indispensable information for the recognition of an essential oil. The reproduction of a page relative to rosemary will be valuable by way of example: (general information on page 125 at the head of the chapter "Essences" indicates that the constants are determined at 15 degs. Cent., and the optical rotation at 15 degs. for the D ray through a thickness of 100 millimètres).

Essence Romarin—Oil of Rosemary—Rosmarinöl.

The official rosemary, "*Rosmarinus officinalis*" L. (Labies), produced in the south of France, Algeria, Spain, Italy and Greece. Blooms from March to May. Distillation of the plant gives 1% of essence.

CONSTITUENTS.		
Pinene	Borneol	Camphor
Camphene	Cineol	
CONSTANTS.		
Specific gravity.....	0.900 to 0.915	
Optical rotation	+ 50 to + 10	
Apparent viscosity	55 to 65	
Specific viscosity	60 to 70	

Solubility: Alcohol at 90°.....	0.5
" " " 85°	0.5 to 1
" " " 80°	2 to 10
Acidity	0.56 to 1.68
Index of saponification.....	3.5 to 14
" " " after acetylation....	35 to 40

When this uniform mode of description is compared with what is stated on page 322 of the United States Pharmacopœia on the subject of rosemary, it is easy to judge which permits of more facile consultation by the reader.

III. "CONSTANTS OF AN ESSENTIAL OIL."

The physico-chemical constants being those characteristics which permit of specifying an essential oil, it is necessary before discussing their determination to establish a clear idea of what they are.

Essential oils are more or less complex mixtures of bodies having differing chemical functions. A certain essence is a mixture of terpenes, free and combined alcohols, etc., the principal constituent of another is a ketone, etc.

Definitely constituted bodies have fixed physico-chemical constants, but this is not the case for the mixtures furnished by nature. The constants of essential oils will vary with physical conditions, climate, exposure, nature of the soil, methods of culture, etc.

We know little concerning the influence of the nature of the soil on the composition of essential oils. This influence is in part masked by another, more important: that of atmospheric variations. Since 1903 we have published several works on this subject, in particular on neroli, petit-grain, the geranium of Cannes, etc.¹ We come now to the formulation of the following law: For a lowering of temperature at night there is always a diminution of the ether content; for the oils of neroli and petit-grain this diminution is compensated by a relative augmentation of the proportion of alcohols.

In the same order of ideas M. Birkenstock published in 1906 some observations on the influences of the time of distillation on the composition of various oils.² French rue contains chiefly methyl-nonyl-ketone, that of Algeria methyl-heptyl-ketone. Distillation of Algerian Rue in autumn furnishes an oil analogous to that of France. For rosemary the left-pinene was abundant in the essential oils of the spring season, right-pinene in those of autumn.

In 1904 we made an investigation with the view of finding the cause of the differences presented by neroli and petit-grain. To this end we distilled the flowers and the leaves of the orange tree in May and June, and in December and January. Our conclusions can be stated as follows:

From January to June the specific gravity, viscosity and index of saponification increase; the optical rotation becomes more and more laevogyrate; the solubility in and amount of free alcohols present diminish. To this increase in viscosity there is a corresponding increase in the paraffine content.

From June to January the variations follow in the inverse order, the specific gravity, viscosity and index of saponification diminish, the optical rotation tends toward

¹P. Jeancard and C. Satié: Revue Generale de Chimie, Pure and Applique, 1903, page 525.

²Des Mêmes, Bulletin de la Société Chimique de Paris, 1901, page 519, 1903 pages 992 et 1088, 1904 page 43.

³Birkenstock, Moniteur Scientifique du Dr. Quesricville, 1906, page 352.

(Continued on page 152.)

TRADE NOTES

Mr. Joseph Calisher, of Oakley & Co., and Calisher & Co., New York, was married on Tuesday, Aug. 9, to Miss Hattie Lightstone, at the home of the bride's parents, 1143 Lexington avenue, New York. The ceremony was performed by Rev. Dr. Silverman, of Temple Emanuel, and the couple have gone to Atlantic City on their honeymoon.

In the advertisement of Fritsche Brothers, New York, in this issue, a two-page insert, attention is directed to Linden Blossom "Schimmel & Co." This oil is a new product and is said to reproduce faithfully the odor of flowering linden trees. Novelties of this kind should receive the attention of all perfumers, for only by investigating new products can any manufacturer keep abreast of the times.



H. C. DUSENBURY, JR.

Mr. Henry C. Dusenbury, Jr., perfumer for Richard Hudnut, New York, was quietly married to Miss Wanda Garecki, of Cedar Grove, N. J., on June 29, at the bride's home. Part of their honeymoon was spent on an automobile trip, as Mr. Dusenbury and his wife are ardent motorists. He is also of a rather retiring disposition, which accounts, in some degree, for the fact that this notice is somewhat belated. Mr. Dusenbury's many friends in the trade will be glad to learn the good news, even at this date, and to extend to him their congratulations, in which we join.

Mr. Joseph Mathias, of James B. Horner, New York, has gone to Canada to spend his vacation. Mr. Mathias is a veteran fisherman and usually manages to get some pretty good sport with his line and reel.

Hymes Brothers Co., 235 Pearl street, New York.—Wholesale Price List, August, 1910.—This is one of the neatest and most conveniently arranged lists we have received in a long time. It is of convenient size and shape, well printed and having a cover that is a pretty piece of typographical design and color printing. Special attention is invited to essential oils, artificial fruit flavors, vanilla beans, French olive oil (Le Heron brand), Italian olive oil, certified colors, sundries including Dominican lime juice (own importation), compound flavors for liqueurs and cordials. Several pages are devoted to the specialties of Dr. Albert Verley, Paris, France, manufacturer of organic products for the manufacture of perfumery. Hymes Brothers Co. are sole agents for Dr. Verley's well-known products in the United States.

The Metal Package Co., 32 Main street, Brooklyn, N. Y., manufacturers of lithographed tin boxes, have installed another Hoe tin-printing press, said to be the best ever built for this purpose. This new press, together with other machinery recently installed, will enable the company to increase its output about fifty per cent. Much of the rapid progress made by the concern is due to the efforts of Mr. Alfred E. Bruns, secretary and general manager. He is a young man of experience in the manufacture and sale of lithographed boxes, and has natural gifts that fit him for executive work. Normally quiet and somewhat reserved, his enthusiasm and good fellowship pave the way for cordial relations with those with whom he is newly thrown into contact, and his steadfast qualities cement the ties of old acquaintance.

Mr. Rudolph A. Meyer, perfume chemist for Wm. R. Warner & Co., Philadelphia, was in New York recently while on his vacation with Mrs. Meyer and their child. Mr. Meyer was born and educated in Switzerland and acquired his early training in the perfumery line with a large Grasse firm, where he spent several years. He has traveled widely and has acquired fluency in several languages.



RUDOLPH A. MEYER.

Mr. Meyer is everywhere recognized as a leading authority on perfumes and raw materials.

Quality is his *forte*, not only in regard to his products, but very particularly concerning raw materials. He is an indefatigable worker who loves his profession, and his attention is pretty well engaged with the various perfumes and toilet preparations of the Mellier, Alfred Wright and Crescent lines, all of which are manufactured by Wm. R. Warner & Co.

The partnership heretofore existing under the name of Benton, Hall & Co., of Cleveland, Ohio, and composed of Lucien B. Hall, Albert H. Van Gorder, Paul Lemperly, Leslie I. Metcalf and William T. Hankey, has been dissolved by mutual consent following the death of Mr. Benton. The business of the company has been incorporated under the laws of Ohio and will be carried on under the corporate name of the Hall, Van Gorder Co., to which corporation all the assets of the late firm of Benton, Hall & Co., have been transferred. The corporation assumes all existing liabilities of the old firm. There will be no change in the active management of the new company, as all departments will continue under the care and control of the several members of the late firm who for many years have conducted its affairs.

Richard F. Fisher, of Fritzsche Brothers, New York, has returned with his family from the Catskill Mountains, where his vacation was spent.

The Procter & Gamble Company, of Cincinnati, must pay a penalty of \$250 to Leroy F. Hovey, a stockholder, who has one share, because it neglected to keep a copy of its stock book in New York which could be exhibited on the demand of a stockholder. This ruling was made by the Appellate Division of the Supreme Court on July 9, but the Court decided adversely to the plaintiff's other suit to recover the penalty against George H. Eisewald, the company's general sales agent for New York.

Hovey sued under the statute which requires that a foreign corporation keep its stock book either at its transfer office or its regular business office, and provides a penalty of \$250 recoverable by the stockholder for each failure to comply with the demand of a stockholder to see the book.

Mr. F. E. Toennies, of Heine & Co., New York, writes us from Leipzig, that he is enjoying his trip to Europe and has absorbed many new ideas that he will place before American manufacturers on his return about Oct. 1. Mr. Toennies is a man of artistic temperament, and therefore well fitted by natural taste for his life work. His sincere traits and amiable manner compel one to prize his friendship, and for these reasons if no other he is *persona grata* with the trade from coast to coast.



F. E. TOENNIES.

The stockholders of the DeJournio Soap Company, which has its plant in East Allentown, Pa., held a meeting in the law offices of Thomas F. Diefenderfer on July 25, and elected these directors: George H. Hardner, Thomas E. Ritter, Arnon P. Miller, Thomas H. Kinney, Ernest DeJournio, Victor DeJournio, Thomas J. Koch and Thomas F. Diefenderfer.

Mr. Ralston Hirst, manager of the Camden Soap Company, Plainfield, N. J., sustained a lacerated scalp in an explosion that occurred in the plant on July 14. The building was slightly damaged.

Ungerer & Co., New York, are now headquarters for imported gelatine. They handle the Silver Label Brand.

Nathaniel S. Smith, referee in bankruptcy of No. 68 William street, has made an order in the bankruptcy case of the J. F. Reichhard Soap Company, soap manufacturers, of No. 537 West 43d street, for the sale of the entire assets and business to Merwin S. C. Bloch, and the sale has been consummated by the delivery of a trustee's bill of sale to Mr. Bloch, who it is stated, is now in possession.

Mr. Charles Beebe, manager of the Union Talc Company, New York, advises us that his son, C. William Beebe, who is Curator of Birds in the N. Y. Zoological Gardens, is now in Borneo. Mr. Beebe is on a world tour studying the habits of pheasants in their natural environments. He left New York on Dec. 29, 1909, and will return in the spring of 1911. Mr. Beebe is recognized the world over as an authority on birds, and his several books on his investigations in British Guiana and other South American countries are standards.

Frank M. Noonan, of T. Noonan & Co., Boston, makers of perfumes and toilet preparations, has entirely recovered from his recent operation for appendicitis.

We have the pleasure of reproducing herewith a photograph of John C. Umney, F. C. S., editor of *The Perfumery and Essential Oil Record*, and com-



JOHN C. UMNEY, F. C. S.

mercial and technical director of Wright, Layman & Umney, Ltd., London, manufacturers of perfumes, soaps, toilet preparations, pharmaceutical specialties, etc. For nearly 20 years Mr. Umney has specialized in the study of essential oils, more especially as connected with pharmacy, and is therefore particularly well qualified for his editorial labors.

The P. G. Haas Soap Company has sold its machinery, trade marks and good will to the Procter & Gamble Co., of Cincinnati.

The Riker and Hegeman Company is the name of a new corporation representing the merged interests of the drug concerns of Hegeman & Co. and the William B. Riker & Son Company, which will control retail stores heretofore operated in competition in New York. It is intended also to establish a string of stores in Philadelphia and Baltimore and to increase the number of the Riker stores in Boston. The authorized capital of the new concern will be \$15,000,000.

There are many places in New York where a Hegeman store and a Riker store have been placed near each other. The intention is to close up the smaller

of the two in such a situation. In some cases where leases of some length are running it will be necessary to sublet.

John H. Flagler, president of the Hegeman concern, is to be president of the new corporation, and Alfred H. Cosden, now president of the Riker company, will be first vice-president; George Ramsay, vice-president of the Hegeman company, will be second vice-president; Frederick H. Pouch, treasurer of Hegeman & Co., treasurer, and Edward D. Cathoon, treasurer of the Riker company, secretary.

The authorized capital will be divided into \$5,000,000 preferred and \$10,000,000 common stock. The Riker concern's present capital is \$2,500,000, and that of the Hegeman company \$6,000,000.

Although it is said that there will be no material change in policy, it is known that the somewhat active campaign of advertising and rate cutting which has been going on will not be useful in the future. The Riker company has twenty-five retail drug stores in Greater New York, besides several in Boston and other cities of New England. There are twenty stores operated by the Hegeman company, including two in Brooklyn, one in Jersey City and one in Yonkers.

A weekly review published a report recently alleging that a consolidation of the Larkin Co., Buffalo, with W. & H. Walker, Pittsburg, had been effected. Mr. Chas. H. Larkin, vice-president of the Larkin Co., wrote us on the 1st inst., as follows:

"Replying to your letter of July 30 in regard to the report that Larkin Co. and W. & H. Walker are to consolidate, will say that there is absolutely nothing to this."

Mr. Charles Zeller has entered the employ of Rockhill & Victor, 114 John street, New York, as salesman for their complete line of essential oils, synthetics, and other perfumery and soap materials. Mr. Zeller is an experienced perfumer and his visits should be welcome to all perfume and soap manufacturers.

In a recent letter the Arabol Mfg. Co., 100 William street, New York, says: "Adhesives of every description and for all possible purposes and conditions are our specialty. For pasting labels on glass we make crystal and a variety of other pastes and gums. Our special preparation for labeling on tin is called tinnol and meets all requirements."

Descollonges, Frères, Lyon, France, send us the following announcement: We have the honor to inform you that M. Augé will no longer be connected with the firm Descollonges, Frères & Augé. The firm will be continued under the new style, Descollonges, Frères, and will consist of Messrs. Etienne and Louis Descollonges.

Mr. A. G. Spilker, Pacific coast representative of Ungerer & Co., New York, was married recently to Miss Nettie Geiger, of St. Louis, Mo.

Mr. Paul Zinkeisen, returned on July 5 on the *Berlin* from a three-months' pleasure trip to Italy. His time was spent largely in Rome, Florence and Venice, those treasure houses of classic art.

Mr. Max Zinkeisen and family are enjoying their vacation on Squirrel Island, Casco Bay, Maine.

Mr. Lawrence J. Maxwell has been appointed perfume chemist for Gimbel Bros., New York, whose large new department store near Herald Square is now one of the city's sights. Mr. Maxwell is a licensed pharmacist and therefore skilled in the manufacture of pharmaceutical preparations as well as perfumes, etc. For the past 8 years he managed the perfume laboratory of the Siegel-Cooper Co., New York, and thereby acquired familiarity with department store methods and needs.

Messrs. Elson & Brewer, New York, announce that they have appointed Messrs. M. L. Barrett & Co., Chicago, as their Western agents. There will be carried a stock of Tombarrel Frères goods and also of the remainder of the complete line of perfumers' and soap makers' raw materials supplied by Elson & Brewer.

OBITUARY.

Mr. Aaron W. C. Williams, seventy-seven years old, one of Connecticut's leading manufacturers, died at his home, in Hartford, on Aug. 5. In the early sixties he established the Williams Soap Manufacturing Company, in Bridgeport. Later he traveled in Europe for various manufacturing enterprises. He was one of the founders of the Capewell Horsenail Company, of which he was treasurer and general manager at the time of his death.

After a period of ill health, covering the last three years, Adolph Leberman, a prominent soap manufacturer, of Philadelphia, died on July 14 in his Atlantic City home, where he had gone in the hope of regaining his health. Mr. Leberman, although well advanced in years, was actively engaged in business up until 1907, when he was attacked by paralysis. Complications arising from this attack, coupled with his advanced years, brought about his death.

Mr. Leberman was born in Metz, Bavaria, Jan. 5, 1839. He went to Philadelphia at the age of 28 years, and together with his father and brother engaged in the manufacture of toilet soaps. Retiring from that firm in 1880, he organized the Enterprise Soap Works, at 2229-31-33 North Twelfth street, taking his son, Joseph W. Leberman, as partner in 1890. He continued in this firm until 1907, when ill health compelled him to retire, leaving the management of the business to his son.

He was a very charitable man, philanthropic in all of his undertakings, and affiliated himself with all the Jewish charitable organizations. He is survived by his widow, Mrs. Hannah Leberman, and one son, Joseph.

Mr. Hubert Schlienger, senior member of the well-known firm of Bertrand Frères, Grasse, France, died suddenly on Aug. 6 while on his vacation in Switzerland. He was an Alsatian, and about 15 years ago went to Grasse and became interested in the firm. He leaves a widow and one son—Emile, who is a partner in the business.

Mr. Schlienger was about 55 years of age, and very highly regarded by all that knew him.

BOOKLETS AND CIRCULARS RECEIVED.

THE ARTHUR CHEMICAL Co., New Haven, Conn.—Large mailing card illustrating eight different toilet powder packages.

DELVENDAHL & KUNTZEL, Werder a Havel, bei Berlin, Germany.—An eighty-eight page booklet, cloth bound, of formulas for the use of D & K synthetics in perfumes, soaps, etc. It is accompanied by a table of solubilities and wholesale price list of essential oils and synthetics.

Scientific and Industrial Bulletin of Roure-Bertrand Fils, Grasse, France.—Series 3, No. 1, April, 1910.—This valuable and interesting bulletin is unusually replete with information that will benefit everyone that reads it through conscientiously, as it deserves to be read. The general question Customs Tariff, as applied to perfumery, is well handled by M. Tean Louyriac from pages 3 to 33. Pages 34 to 42 and 85 to 147 will be of especial interest to students of chemistry.

The very careful and thorough study of oils, neroli, rosewood, geranium, lavender, orris root, orange, lemon, bergamot, rose, sandalwood and ylang ylang are deserving of special consideration.

Two very beautiful full-page illustrations in natural colors, of flowering mimosa trees make the Bulletin welcome to all that prize good printing.

NEW INCORPORATIONS.

The A. & B. Manufacturing Company, Norfolk, Va., has been incorporated to manufacture soap, metal polish, etc. The capital stock is \$1,000 to \$15,000, and the officers of the concern are L. L. Blair, president; W. C. Davis, vice-president, and J. S. Hammack, secretary and treasurer.

The J. G. Japp Toilet Requisite Company, Cincinnati, O.; manufacturing toilet preparations; capital, \$5,000; by John G. Japp, R. S. Japp, F. S. Japp, E. B. Japp and David O. Schorr.

Krebitz Process Company of America, Aurora, Ill.; manufacturing soap; capital, \$100,000. Incorporators: Peter Krebitz, F. H. Jobbins, Edw. P. Jobbins.

The Brown Soap Company, Dayton, O., capital, \$25,000; incorporators, Edgar W. Ellis, Harry D. Wolfensperger, Geo. W. Bish, John Van Denman and W. C. Smith. This company has been formed to take over the business of another concern of the same name that now has a plant in operation in Columbus.

PURE FOOD AND DRUG NOTES.

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, newspaper items, etc., relating to perfumes, flavoring extracts, etc.

STATE.

MAINE.—Pamphlet describing the exercises at the 25th anniversary of the establishment of the Maine Agricultural Experiment Station, held at the University of Maine, March 9, 1910.

MARYLAND.—Food and Drugs Law enacted by the General Assembly, January session, 1910. The first nine

of the rules to govern the practical operation of the law were promulgated on July 21 by the State board of health, which body has charge of the work of enforcing the law through Dr. Charles Caspari, Jr., as pure food and drug commissioner. The new rules are in part as follows:

Hereafter all flavoring extracts intended for use in the preparation of foods must be truthfully labeled as to composition; if not made direct from an aromatic plant or parts of the plant, but in imitation of some natural flavor, they must be designated as imitation flavors on the label.

The sale of disinfectants or substances for which disinfectant properties may be claimed, will be controlled by compelling manufacturers or dealers to publish a statement on the label indicating the relative germicidal value of the preparation as compared with the action of pure carbolic acid on certain bacilli or germs.

The use of all colors, harmless or otherwise, for the purpose of concealing deteriorated or inferior goods or drugs is strictly prohibited. If foods or drugs are artificially colored the fact must be declared on the label; the colors permitted to be used are harmless vegetable colors or cochineal and certain specified nonpoisonous coal tar dyes.

The law provides that no dealer shall be prosecuted when he can establish a guarantee, signed by the wholesaler, jobber, manufacturer or other parties residing in this State from whom any article or articles, which may or can come within the provisions of this act has or have been purchased, to the effect that the same is not adulterated or misbranded within the meaning of the act designating it. Any guaranty, under such provisions of the act, to afford protection must contain the name and address of the party or parties making the sale of such article to such dealer.

Kansas.—Bulletin of the State Board of Health, May 1910, Vol. VI., No. 5.

No. 2657. Label, "Extract of Lemon." Manufacturer, McPike Drug Company, Kansas City, Mo. Oil of lemon, 1.1 per cent. Inspector's remarks: "Taken from shelf bottle." Illegal.

Lab. No. 4282, Insp. No. 2669. "Ess. of Peppermint." Willard & Co., Manhattan. Found to contain 8.25 cc. of oil in 100 cc. of essence. Below standard.

Lab. No. 4284, Insp. No. 2671. "Chamberlain's Ess. of Peppermint." Manufactured by the Chamberlain Medicine Company, Des Moines, Iowa. Retailer, James Bereridge, Keats. Found to contain 3.18 cc. of oil in 100 cc. of essence and 25.89 per cent. added water. The preparation was declared by the manufacturer to contain 62 per cent. alcohol. Adulterated.

Lab. No. 4288, Insp. No. 9227. "Dr. Koch's Ess. of Peppermint." Manufactured by Dr. Koch Vegetable Tea Company, Winona, Minn. Retailer, Joseph Barnett, Pressonville. W. W. Graham, of Paola, runs a wagon through the country for the sale of Koch's preparations. Alcohol was declared 45 per cent. Found to contain 0.75 cc. of oil in 106 cc. of the preparation and 49.5 per cent. added water; capsicum was present. Adulterated.

Lab. No. 4301, Insp. No. 2686. "Tr. of Cinnamon." U. P. Pharmacy, Topeka. Contained no extractive of glycerine. Artificially colored. Contained 87 per cent. alcohol. Adulterated.

Lab. No. 4303, Insp. No. 2688. "Ess. of Peppermint." Campbell Drug Company, Topeka. Found to contain 1.6 cc. of oil in 100 cc. of essence, and 35 per cent. added water. Adulterated.

Lab. No. 4338, Insp. No. 8573. "Dr. Ball's Ess. of Peppermint." Manufactured by Dr. S. E. Ball, Mapleton. A preparation put up for wagon trade. Declared to contain 50 per cent. alcohol. Found to contain 3.2 cc. of oil in 100 cc. of the preparation, and 46.5 per cent. added water. Artificially colored, dark bluish green. Adulterated.

Lab. No. 4404, Insp. No. 2697. "Lange's Ext. of Jamaica Ginger." Adolf Lange, Leavenworth. Declared to contain about 75 per cent. of alcohol. Found to be a brown liquid containing some brown-colored sediment. It is stated by the manufacturer that "This essence must always be taken in a little water." Found to contain capsicum and 65.5 per cent. alcohol. Adulterated.

Lab. No. 4420, Insp. No. 5020. "Luxor." Made by H. S. Peterson Company, Chicago. Eczema remedy, recommended by the manufacturer for all forms of eczema. Sample was put up in a two-ounce package and retailed for fifty cents. Found to contain oxide of zinc and boric acid.

Lab. No. 4429, Insp. No. 5009. "Flowers of Oxzoin." Prepared by E. Vergil Neal, Syracuse, N. Y., Paris, France, and London, England. Guaranteed by the Tokalon Manufacturing Company, Syracuse, N. Y. Sample was a two-ounce bottle about one-fourth filled with a pink solid, above which was a clear liquid. The solid was found to be zinc oxide, the liquid a weak solution of glycerine and water, containing in solution also a very small amount of zinc sulphate. Sample contained 17 gms. of zinc oxide to each two ounces of mixture. This preparation was declared by the manufacturer to be unsurpassed for restoring a youthful appearance and a velvet-like softness to the skin. "A sovereign remedy for the treatment of eczema, rash, irritation, pimples, blackheads, salt rheum and other skin diseases. In case of severe skin diseases, the contents of bottle are recommended to be mixed with 1 dram tr. of benzoin, 2 oz. rose water, and 1 dram resorcinol. For general use, mix with 1 dram tr. of benzoin and 2 oz. rose water."

Lab. No. 4430, Insp. No. 3010. "Sartoin." Prepared by the Globe Pharmaceutical Company, Chicago. Sartoin has been examined by the American Medical Association and reported to be Epsom salt, perfumed, and colored with pink dye. Sartoin is recommended by the manufacturer to be used in the preparation of a face lotion.

Lab. No. 4435, Insp. No. 5015. "Quin-Tone." Manufactured by the Quin-Tone Company, Detroit, Mich., and Windsor, Canada. Claimed by the manufacturer to be used in the treatment of the scalp, and intended to be of value in the treatment of eczema of scalp, dandruff, and falling hair. Sample was put up in two-ounce package and retailed for seventy-five cents. Found to be hyposulphite of soda with a small amount of borax. Contains no quinine, and the name "Quin-Tone" is misleading.

Lab. No. 4438, Insp. No. 5018. "Therox." Manufactured by the American Therox Company, Detroit, Mich., and Windsor, Canada. Therox is put up by the

manufacturer for the preparation of Therox shampoo. The directions are to mix Therox with powderedorris root and use as a dry shampoo. Therox was found to be commercial borax with a small amount of siliceous substance resembling talcum. Preparation was put up in a four-ounce package and retailed at seventy-five cents.

Lab. No. 4443, Insp. No. 5023. "Spurmax." Made by H. S. Peterson, Chicago, Ill., to be used in the preparation of a face lotion. Previously examined in this laboratory and reported to be Epsom salts, perfumed, and tinted pink. Spurmax was put up in a two-ounce package and retailed at fifty cents.

Lab. No. 4444, Insp. No. 5024. "Almozoin." Manufactured by H. S. Peterson, Chicago, Ill. The manufacturer states: "Use Almozoin for making complexion jelly." "Recommended for cleansing, soothing and healing the skin and keeping the skin smooth, moist and pliable; also for freckles and blackheads." Almozoin was found to contain tragacanth, borax and magnesium carbonate. Sample also contained some quick dye and had an odor of benzaldehyde. Almozoin was put up in a one-ounce package and retailed at fifty cents.

Lab. No. 4445, Insp. No. 5025. "Quinzoin." Manufactured by H. S. Peterson, Chicago, Ill. Preparation is recommended by the manufacturer for dandruff, itching scalp, falling hair, and promoting growth of new hair. The directions are to add the contents of package to one-half pint of alcohol, macerate thirty minutes, add one-half pint cold water, and strain. Sample was found to contain 50.4 per cent. of bicarbonate of soda, a small quantity of quinine sulphate, and approximately 49 per cent. of coarsely ground quassia. Quinzoin was put up in a one-ounce package and retailed at fifty cents.

Lab. No. 4446, Insp. No. 5026. "Canthrox." Manufactured by H. S. Peterson, Chicago, Ill. Canthrox is recommended by the manufacturer as a shampoo. Canthrox is principally a cocoanut-oil soap. Sample was put up in a two-ounce package and retailed at fifty cents.

WYOMING.—Bulletin of Analyses, No. 11, July 8, 1910, State Dairy, Food and Oil Commission.

CANADA.

Bulletin No. 209 from the Laboratory of the Inland Revenue Dept., Ottawa, Can.—Spiritus Menthae Piperitae.

FEDERAL.

NOTICE OF JUDGMENT NO. 405.

Adulteration and Misbranding of Banana Extract.

On or about Jan. 14, 1909, the Webb Mfg. Co., of Nashville, Tenn., shipped from said city to Selma, Ala., a quantity of a certain article of food contained in bottles labeled "Pure Concentrated Extract of Banana." Samples from this shipment were procured and analyzed by the Bureau of Chemistry, United States Department of Agriculture, and as the findings of the analyst and report made thereon indicated that the product was adulterated and misbranded in that it was in no proper sense a pure concentrated extract of banana, which it falsely purported to be, but that another substance had been substituted for said extract of banana, and further charging that said product was misbranded within the

meaning of section 8 of the said act, paragraph fourth, under foods, in that its labels stated it to be a "pure concentrated extract of banana," when, as a matter of fact, it was not an extract of banana at all, but a mere imitation of banana flavor, said labels therefore being false and misleading.

The defendant upon arraignment entered a plea of guilty to the above information and the court imposed a fine of \$25 and costs of prosecution.

NOTICE OF JUDGMENT NO. 453.

Adulteration and Misbranding of Olive Oil.

On or about June 23, 1909, the Lucca Olive Oil Importing Company, a corporation of New York, N. Y., shipped from the State of New York to the State of New Jersey a quantity of alleged olive oil labeled "Prodotti di Olii—Olio Soprafino—Francescani Brand—Olive Oil and Salad Oil." Samples from the above shipment were procured and analyzed by the Bureau of Chemistry, United States Department of Agriculture, and as the findings of the analyst and report made indicated that the product was adulterated and misbranded, because it contained no olive oil whatever but merely cottonseed oil substituted wholly for said olive oil, and because said cottonseed oil was colored in a manner to conceal its inferiority, and further charging that the product was misbranded, because the label upon the can in which it was shipped bore the words "Prodotti di Olii—Olio Soprafino—Francescani Brand" in large type, and in small type the words "Olive Oil and Salad Oil," in such a manner as to give the impression to a purchaser that the contents of said can were pure olive oil of a high quality, or at least olive oil of a high quality mixed with cottonseed oil, whereas in truth and in fact the contents of said can were cottonseed oil, colored in a manner to conceal its inferiority, containing no olive oil whatever.

The defendant entered a plea of guilty to this information on April 6, 1910, and the court imposed a fine of \$50.

NOTICE OF JUDGMENT NO. 454.

Misbranding of a Drug Product—"Mrs. Graham's Dandruff Cure."

On or about Feb. 26, 1909, Mrs. Gervaise Graham, of Chicago, Ill., shipped from the State of Illinois to the State of Tennessee a quantity of a drug product labeled "Mrs. Graham's Dandruff Cure." Samples from this shipment were procured and analyzed by the Bureau of Chemistry, United States Department of Agriculture, and as the findings of the analyst and report thereon indicated the product to be misbranded in that the label on the bottles containing the product, and the circular accompanying said bottles, bore the false and misleading statements that the product was "a permanent cure for dandruff," and that it was "pure and harmless," when, as a matter of fact, it was not a permanent cure for dandruff and was not pure and harmless.

On May 16, 1910, the defendant entered a plea of guilty to this information and the court imposed a fine of \$25.

TRADE MARKS FOR REGISTRATION IN OUR BUREAU.

We have been petitioned to register the following trade mark. Any of our readers that have good reason to protest against the issuance of our Certificate of Registration under the common law, should communicate with us before Sept. 15, 1910.

The registration of trade marks in our Bureau will serve to establish the priority of the use of such trade marks in actual commerce by applicants.



Serial No. 18.—Vincent B. Thomas, New York, N. Y. Filed Aug. 9, 1910.—For perfumes, toilet waters, hair tonic, hair coloring, face creams, toilet powders, dentrifices, manicuring preparations and other toilet preparations.

TREASURY DECISION.

No. 23,785.—ALCOHOLIC COMPOUNDS—ANISE OIL—FRUIT OIL.—Protest 414599 of J. Ochoa Hermene (San Juan). Opinion by Chamberlain, G. A.

The protest related to various oils classified as alcoholic compounds under paragraph 2, tariff act of 1909, and claimed to be dutiable under paragraph 3 as chemical compounds. Protest overruled. The board found the merchandise described as "Badaine," "Aenthol extra," and "Anis de France" to be anise oil, and the merchandise described as "mandarine" to be fruit oil; the former being provided for under paragraph 639 and the latter under paragraph 21. The remainder of the merchandise was found to consist of alcoholic compounds and dutiable as assessed.

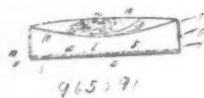
Soap with a basis of vaseline, mineral oil or other petroleum product; Manufacture of —. P. A. Müller. Fr. Pat. 410,894, Dec. 13, 1909.

The vaseline or other petroleum product is subjected to chemical treatment prior to being boiled with the soap. Thus, it may be treated with oleic acid (say 1,750 parts) and an alcoholic solution of ammonia (say 750 parts) to (say) 3,500 parts of vaseline, etc.; and the resulting mixture added to the soap in the course of saponification. The soap thus prepared may contain up to 20 per cent. of vaseline, etc., and yet, it is stated, be completely soluble in alcohol and in water.

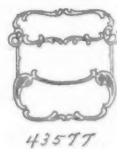
Soap containing gelatinous material; Preparation of —. A. Lumière. Fr. Pat. 408,513, Jan. 25, 1909.

A colloid such as gelatin, glue, fish-glue, or other albuminous material is added to ordinary soap, either in solution during the manufacture of the soap, or in a dry powdered state to the finished soap while still in a state of fusion. The proportions recommended are 10 parts of gelatin or glue to 90 parts of finished soap. The presence of the colloid prevents precipitation of calcium salts from hard waters, and increases the detergent properties of the soap.

PATENTS AND TRADE MARKS



Salatiere
35846



Schro
45852

E. M. Lynn Sr.
46145

Vie-de-Peau
46845



ODOZONE
49357



ASTROLOG
49675



POLICE
50341



Pipe Organ
50410



Othine
50483



NOTE TO READERS.

This department is conducted under the general supervision of Samuel E. Darby, Esq., patent and trade mark attorney, 220 Broadway, New York, formerly chief clerk and examiner, U. S. patent office. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, soap, flavoring extracts and toilet preparations.

The trade marks illustrated are described under the heading "Trade Marks Applied For," and are those for which registration has been allowed, but not yet issued. All protests for infringement, etc., should be made promptly to the Commissioner of Patents, Washington, D. C.

All inquiries relating to patents, trade marks, labels, copyrights, etc., will receive Mr. Darby's attention if addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 100 William St., New York.

PATENTS GRANTED.

964,538.—COMPOSITION OF MATTER FOR MAKING SOFT SOAP.—Thomas W. Nichols, Chicago, Ill. Filed March 31, 1910. Serial No. 552,522.

The herein described composition of matter for making soft soap, consisting of linseed oil, potassium hydroxid, alcohol, spermaceti, phenol, rice flour, acetone, glycerin, oil of lavender flowers, zinc stearate, soap bark (quillaja), water, and tincture of cudbear, mixed in the proportions and substantially in the manner described.

964,698.—SOAP AND BRUSH HOLDER.—George F. Salisbury,

Boston, Mass. Filed Oct. 28, 1909. Serial No. 525,223.

A soap and brush holder comprising inner and outer tubular members, the inner member being closed at one end, a removable cap and a removable bottom fitting the outer tubular member, and an annular diaphragm adjustable lengthwise of the space between the inner and outer members and removably connecting said members.

965,291.—POWDER-BOX.—William R. Gillette, Chicago, Ill. Filed March 21, 1910. Serial No. 550,654.

A device of the class described consisting of telescoped parts, constituting together, a closed receptacle, there being openings in said parts, communicating with the receptacle; a lid hinged to the outer of said parts, and arranged to serve as a closure for the openings; the lid and the inner of said parts, defining a chamber between them, when the lid is in closed position.

966,053.—POWDER HOLDING AND DISPENSING CONTAINER.—Meyer L. Rhein, New York, N. Y. Filed Oct. 21, 1908. Serial No. 458,877.

In a device for holding and dispensing powder, a powder containing receptacle, a powder receiving receptacle, and a valved connection between said receptacles, said powder receiving receptacle being provided with a chamber or tray adapted to receive a powder puff or bag.

LABELS REGISTERED.

15,259.—Title: "Doctor Leondos Dermatonic." (For a Medicinal Skin Tonic.)—Leon Dalsimer, Philadelphia, Pa. Filed April 27, 1910.

15,279.—Title: "La Valliere." (For Talcum Powder.)—Finlay, Dicks & Co., Ltd., New Orleans, La. Filed April 4, 1910.

TRADE MARKS REGISTERED.

78,768.—Certain Foods.—The Bittman-Todd Grocer Company, Leavenworth, Kan.

Filed March 16, 1910. Serial No. 48,449. Published May 10, 1910.

78,779.—Toilet Cream.—The De Meridor Company, Scranton, Pa.; New York, N. Y., and Paris, France.

Filed Feb. 8, 1910. Serial No. 47,641. Published May 10, 1910.

78,781.—French Olive Oil.—Elder-Harrison Company, Baltimore, Md.

Filed March 31, 1910. Serial No. 48,769. Published May 10, 1910.

78,793.—Rouge Cloth for Tinting the Face.—Graf Bros., New York, N. Y.

Filed Feb. 2, 1910. Serial No. 47,520. Published May 10, 1910.

78,808.—Certain Foods.—The H. D. Lee Mercantile Company, Salina, Kan.

Filed January 7, 1910. Serial No. 46,963. Published May 10, 1910.

78,813.—Certain Foods.—National Grocer Company, Chicago, Ill.

Filed Feb. 27, 1908. Serial No. 33,025. Published Sept. 28, 1909.

78,825.—Dry Shampoo.—The S. C. Randals Company, Houston, Tex.

Filed March 21, 1910. Serial No. 48,589. Published May 10, 1910.

78,844.—Lucca Olive Oil.—Vittucci-Magnano, Inc., Seattle, Wash.

Filed Nov. 30, 1908. Serial No. 38,960. Published Feb. 23, 1909.

78,851.—Soap and Washing Powder.—Grossfeld & Roe Company, Chicago, Ill.

Filed April 9, 1910. Serial No. 48,995. Published May 10, 1910.

78,852.—Toilet Soap.—Lanman & Kemp, New York, N. Y.

Filed Oct. 2, 1909. Serial No. 45,104. Published Feb. 15, 1910.

78,873.—Refined Bean Oil Used as a Food.—Edible Products Company, Jersey City, N. J., and New York, N. Y.

Filed Dec. 6, 1909. Serial No. 46,301. Published May 17, 1910.

78,895.—Toilet Bath Powder and Tooth Powder.—Kosaburo Nakayama, Osaka, Japan.

Filed Nov. 17, 1909. Serial No. 45,953. Published May 17, 1910.

78,915.—Toilet Preparations and Hair Tonic.—William H. J. Smith, Buffalo, N. Y.

Filed July 2, 1909. Serial No. 43,372. Published Sept. 14, 1909.

78,921.—Certain Foods.—Westmoreland Grocery Company, Greensburg, Pa.

Filed Jan. 10, 1910. Serial No. 47,033. Published May 17, 1910.

78,922.—Detergent Composition for Washing the Feet.—Wohltat G. M. B. H. Chem. Fabrik, Schöneberg, near Berlin, Germany.

Filed March 19, 1909. Serial No. 41,294. Published May 17, 1910.

78,937.—Certain Chemical and Pharmaceutical Preparations.—F. C. Calvert & Co., Manchester, England.

Filed July 21, 1909. Serial No. 43,675. Published May 24, 1910.

78,962.—Olive Oil.—Gisberto Granucci, San Francisco, Cal.

Filed April 4, 1910. Serial No. 48,854. Published May 24, 1910.

78,964.—Lotions for the Face, Hands and Skin.—Frank L. Greer, Bloomington, Wis., and Monterey, Mexico.

Filed Dec. 18, 1909. Serial No. 46,590. Published May 24, 1910.

78,965.—Soap.—William T. Grosse, San Francisco, Cal.

Filed April 26, 1910. Serial No. 49,313. Published May 24, 1910.

78,969.—Massage Cream.—Victor Halper, New York, N. Y.

Filed April 7, 1910. Serial No. 48,892. Published May 24, 1910.

79,067.—Disinfectant and Antiseptic.—Lyster Chemical Company, Lawrence, Mass.

Filed March 4, 1910. Serial No. 48,192. Published May 31, 1910.

79,069.—Talcum Powder.—Gerhard Mennen Chemical Company, Newark, N. J.

Filed March 16, 1910. Serial No. 48,468. Published May 31, 1910.

79,095.—Preparations for Cleaning the Teeth.—The J. B. Williams Company, Glastonbury, Conn.

Filed April 21, 1910. Serial No. 49,229. Published May 31, 1910.

TRADE MARKS APPLIED FOR.

24,224.—Foote & Jenks, Jackson, Mich. Filed Dec. 22, 1906.—Flavoring Syrup for Non-Alcoholic Beverages.

35,846.—Finlay, Dicks & Co., Ltd., New Orleans, La. Filed June 29, 1908.—Handkerchief Perfumes, Toilet Water, Almond Meal, Sachet Powder, Smelling Salt, Bath Salt, Skin and Complexion Powders, Toilet Pastes and Creams.

41,370.—Haefner Remedy Company, St. Louis, Mo. Filed March 24, 1909.—Foot Powder.

43,577.—Aquidneck Manufacturing Company, Newport, R. I. Filed July 17, 1909.—Soap.

44,706.—Frederick F. Ingram Company, Detroit, Mich. Filed Sept. 15, 1909.—Toilet preparations, comprising Tooth Paste, Tooth Powder, and Liquid Dentrifices, Toilet Creams, Powders, and Lotions, Perfumes, and Complexion Tablets.

45,252.—Bayley & Co., London, England. Filed Oct. 11, 1909. (The representation of a civet cat).—Perfumed Soaps.

45,852.—Schorn & Brower, New York, N. Y. Filed Nov. 12, 1909.—Flavoring Extracts, etc.

46,145.—Elijah H. Lynn, Sr., Brockport, Ill. Filed Nov. 27, 1909. (Consisting of a facsimile of the applicant's signature).—Lotions.

46,845.—Frank R. Carton, Anaconda, Mont. Filed Jan. 3, 1910.—A Hair Tonic.

47,731.—A. Francis & Co., Detroit, Mich. Filed Feb. 11, 1910. (Being a portrait of "Agnes Sorel," deceased).—Perfumes, Face Powders and Toilet Waters.

47,783.—Haskins Brothers & Co., Sioux City, Ia. Filed Feb. 12, 1910.—Laundry Soap.

48,088.—Paul C. Gill, Los Angeles, Cal. Filed March 1, 1910.—Scalp Lotions, Foot Lotions and Hair Dressings.

48,628.—Edward Burnham, Chicago, Ill. Filed March 23, 1910. (The portrait shown being that of Marjorie Kerting).—Face Creams, Toilet Powders, Perfumes, Toilet Waters, Talcum Powders, and Preparations for the Treatment of the Skin.

49,031.—Miro-Dena Company, Syracuse, N. Y. Filed April 12, 1910.—Perfume.

49,357.—Edward Wright Dodez, Fort Wayne, Ind. Filed April 28, 1910.—A Medicated Detergent for Cleansing the Teeth.

49,595.—Charles H. Edge, Houston, Tex. Filed May 9, 1910.—A Paste Preparation for Cleansing the Teeth.

49,878.—The Zymole Company, New York, N. Y. Filed May 23, 1910.—An Antiseptic and Astringent Mouth Wash.

50,115.—Abraham C. Smysor, Miami, Ohio. Filed June 4, 1910.—Tooth Wash.

50,318.—Baldomero de la Prida, Mexico, Mexico. Filed June 15, 1910.—Hair Tonics.

50,341.—Purity Laboratories, New York, N. Y. Filed June 16, 1910.—Foot Powder.

50,410.—The Burckhardt Company, Cincinnati, Ohio. Filed June 17, 1910.—Soap.

50,452.—Pleasant M. Sims, Augusta, Ga. Filed June 20, 1910.—Hair Tonic.

50,483.—Otto H. White, Buffalo, N. Y. Filed June 21, 1910.—Preparations for the Removal of Freckles.

50,564.—Emerson Drug Company, Baltimore, Md. Filed June 24, 1910.—A Preparation for the Toilet for Water Used in the Bath.

50,610.—Hopewell Brothers, Newton, Mass. Filed June 27, 1910.—Soap.

FOREIGN CORRESPONDENCE AND MARKET REPORT

FRANCE.

GRASSE.—Mme. Gustave Bompard, of Antibes, has given birth to a *une belle petite fille*, to whom the name Denise has been given. M. Bompard is proprietor of La Parfumerie Centrale.

GERMANY.

LEIPZIG.—Heine & Co. have published a special circular on the adulteration of bergamot oil, of which the following is a translation:

"Through a friendly firm in Reggio, a chemical preparation was sent to us for investigation, together with the information that the same is being shipped from Paris in large quantities, for the purpose of adulterating bergamot oil. By painstaking investigation we have determined that this colorless oil, smelling faintly of acetic acid, is identical with *Diacetin*, the di-acetic ester of glycerine. One per cent. of diaceticin added to bergamot oil will raise the apparent ester content to increase two per cent. As the presence of this new adulterant is very difficult to detect chemically, it is a great menace to honest business.

"The purchase of bergamot oil, particularly in the case of cheap oil for which a disproportionately high ester content is guaranteed, should be made with the greatest caution.

"We have been for some time on the track of this refined method of adulteration, the use of which was indicated by the frequent disproportionately cheap prices, of many Italian houses, for oil that was asserted to be pure and natural.

"We propose to carry on further investigations of this matter in our research laboratory.

"It is to be greatly desired, that the Italian government put under closest surveillance the traffic in Messina oils, so that fraudulent practices of this order will in future be precluded."

CHINA.

The official trade returns of China for the year 1908 show that the imports of perfumery were valued at 210,624 Haikwan taels. In the year 1907 the value was 181,598 Haikwan taels. The chief countries of supply are Holland, the United States, Germany, Japan, Belgium and Great Britain. The value of the imports of perfumery from Holland in 1908 amounted to 37,638 Haikwan taels, as against 29,163 Haikwan taels in the year 1907. American perfumery increased from 22,103 Haikwan taels in 1907 to 33,701 Haikwan taels in the following year; and the imports of perfumery from Japan, from 24,120 Haikwan taels to 26,114 Haikwan taels in the year 1908. Belgian manufacturers also increased their share of the trade from 17,594 Haikwan taels in the year 1907 to 22,283 Haikwan taels in the following year, but the imports of British perfumery only increased 12,214 Haikwan taels in 1908, compared with 11,038 Haikwan taels in the year 1907. There is a considerable trade in toilet requisites in China. The imports thereof in 1908 were valued at 292,144 Haikwan taels, and during the years 1905 to 1908 the imports of such goods have increased

about 35 per cent. Japanese manufacturers are credited with by far the largest share of this trade. In 1908 imports from Japan of toilet requisites amounted to 178,711 Haikwan taels, and 153,654 Haikwan taels in the year 1907. The imports of such articles from Great Britain increased from 20,758 Haikwan taels in 1907 to 28,357 Haikwan taels in the following year; while imports from Germany only increased from 10,472 Haikwan taels in 1907 to 13,810 Haikwan taels in the year 1908. A considerable falling off in the imports of toilet requisites from Belgium is recorded. These in 1907 were valued at 22,901 Haikwan taels, but in 1908 they only amounted to 9,030 Haikwan taels. American manufacturers have evidently paid some attention to the Chinese market, as in the year 1908 they supplied requisites to the value of 11,696 Haikwan taels as against 5,023 Haikwan taels in the preceding year. In his report upon the foreign trade of China for the year 1908, issued last month, the British Commercial Attaché at Peking, referring to possible "opening for trade," includes among other articles perfumery and toilet requisites, but states that it must be remembered "that growing as the taste for foreign luxuries may be, the demand for them is still absolutely small, and bears no relation to the large population of China." The average value of the Haikwan tael in 1907 was 3s. 3d., and 2s. 8d. in the year 1908.

ASIA MINOR.

The manufacture of soap is the chief industry connected with the production of olive oil in Asia Minor. The largest quantity of soap is made in the island of Mitylene, which manufactures more than one-half of the total output of the Levant. Smyrna ranks as the second seat of the industry, and is followed by the town of Aidin. Smaller soap works exist at Aivaly and Adramytti. The soap produced is hard and white, and is cut into blocks and cakes of varying weight. The ingredients employed in the boiling are four parts of olive oil and one part of carbonate of soda; powdered lime crystal and silicate of soda are sometimes used for the purpose of adulteration and lowering the cost. Caustic soda is used for oils of inferior quality and for pirna oil. The various makers pride themselves on possessing certain secrets in their process of boiling, but the soaps produced are more or less of the same kind, the qualities varying according to the class of olive oil and other material used. The annual production of soap amounts on the average to about 18,000 tons, the greater part being exported to other parts of the Turkish Empire and a smaller quantity being sent to Egypt; occasional shipments are made to the United States. The soap is sold at prices varying from \$80 to \$110 per ton of 2,000 pounds, according to quality. Fine toilet soaps are imported from Europe. One or two more enterprising makers have attempted to manufacture some varieties of toilet soaps, but they have entirely failed to compete against the foreign import. The carbonate of soda employed in soap boiling is entirely imported. The quantity used annually varies

from 2,800 to 3,500 tons, according to the extent of the olive oil yield. About 95 per cent of this soda is obtained from Belgium.

THE DOMESTIC MARKET.

The main topics of interest have been rose and geranium oils, which we treat at some length in the editorial pages.

The outlook for the yield of peppermint is promising, though little can be said till distillation is further advanced.

Lemon is becoming firmer and engagements are being made for new crop oil. Orange and bergamot are quiet.

BEANS.

Conditions have undergone no material change during the past month, and there is likely to be little of interest to report till the next crop campaign is begun. Comoro beans are bringing the equivalent of \$3 in France; and with Mexicans at approximately the same level, there is likely to be some easing up in Bourbon trading. The Seychelles crop is about 20 tons, while the entire Bourbon crop is not expected to exceed about 133 tons.

The government statistics for imports and exports of vanilla are as follows:

June.	Pounds.	Values.
1909	149,068	\$217,521

IMPORTS.

Almond, Bitter.....per lb.	\$3.50
" " F. F. P. A....	.450
" Artificial.....	.85
" Sweet, True.....	.55-60
" Peach-kernel.....	.30-35
Amber, Crude.....	.13
" Rectified.....	.20
Anise.....	1.15
Aspic (Spike).....	1.35
Bay, Porto Rico.....	3.50
Bay.....	2.10
Bergamot, 35%-36%.....	3.80
Birch (Sweet).....	1.65
Bois de Rose, Femelle.....	4.50
Cade.....	.20
Cajeput.....	.60
Camphor.....	.12
Caraway Seed.....	1.10
Cardamon.....	11.00-18.00
Carvol.....	1.75
Cassia, 75-80%, Technical.....	.90
" Lead free.....	1.20
" Redistilled.....	1.60
Cedar, Leaf.....	.50
" Wood.....	.20
Cinnamon, Ceylon.....	6.50-12.00
Citronella.....	.26
Cloves.....	.90
Copaiba.....	1.25
Coriander.....	6.00-13.00
Croton.....	.75
Cubeb.....	4.25
Erigeron.....	1.70
Eucalyptus, Australian, 70%.....	.50
" American.....	.60
Fennel, Sweet.....	1.40
" Bitter.....	.75
Geranium, African.....	3.50-4.00
" Bourbon.....	3.25-3.50
" French.....	11.00
" Turkish.....	2.90
Ginger.....	4.50
Gingergrass.....	1.35

Hemlock.....	\$0.55
Juniper Berries, twice rect....	1.30
Kananga, Java.....	4.00
Lavender, English.....	7.00
" Cultivated.....	2.50
" Fleurs, 28-30%.....	2.25
Lemond.....	.85
Lemongrass.....	1.00
Likari.....	12.00
Limes, expressed.....	2.00
" distilled.....	.60
Linaloe.....	3.00
Mace, distilled.....	.80
Mustard, natural.....	4.10
" seed gen.....	8.50
" artificial.....	2.00
Myrbane, rect.....	.12
Neroli, petale.....	80.00-90.00
" artificial.....	17.00
Noumea.....	3.50
Nutmeg.....	.90
Opopontax.....	7.00
Orange, bitter.....	2.50
" sweet.....	2.50
Origanum.....	.40
Orris Root, concrete.....(oz.)	3.50-4.50
" " absolute.....	28.50-32.00
Patchouly.....	4.00-4.50
Pennyroyal.....	2.00
Peppermint, W. C.....	1.90
Petit Grain, American.....	3.50
" French.....	7.00
Pimento.....	2.25
Rose.....(oz.)	5.50-6.50
Rosemary, French.....	.80
" Trieste.....	.70
Rue.....	3.00
Safrol.....	.50
Sandalwood, East India.....	3.00
" West India.....	1.30
Sassafras, artificial.....	.35
Sassafras, natural.....	.70

June.	Pounds.	Values.
1910	\$82,145	\$109,449
12 months ending June, 1908....	571,977	1,170,135
1909	1,121,485	1,495,469
1910	797,409	1,203,773

EXPORTS.

1909	21,247	\$18,989
1910	44,857	26,193
12 months ending June, 1909....	215,478	139,735
1910	331,889	285,766

SOAP MATERIALS.

Tallow, city, .07½ (hhds.); country, .07½.
Grease, brown, .06¾; yellow, .06¾.
Cottonseed Oil, crude, tanks, 6.50@6.60; summer yellow, prime, 7¾@7½.
Cocoanut Oil, Cochin, .11; Ceylon, .09½.
Olive Oil, in bond, .80@.85.
Olive Oil, Fots, prime, .06¾.
Palm Oil, Lagos, .07½; red, prime, .07.
Peanut, .07¾.
Soya Bean Oil, .07½.
Chemicals, borax, .04½; caustic soda, 80 p. c. basis of 60 p. c., \$1.90.
Rosin, .30@.32.

Savin.....	\$1.40
Spearmint.....	2.25
Spruce.....	.45
Tansy.....	3.50
Thuya.....	2.30
Thyme, red, English.....	1.10
" white.....	1.30
Vetivert, Bourbon.....	8.50
" Indian.....	35.00
Wintergreen, artificial.....	.38
" genuine.....	4.75
Wormwood.....	6.50
Ylang-ylang.....	50.00-65.00

BEANS.

Tonka Beans, Angostura.....	3.00
" " Para.....	.90
Vanilla Beans, Mexican.....	3.25-5.00
" " Cut.....	3.25
" " Bourbon.....	3.00-4.00
" " Tahiti.....	.75-1.25

SUNDRIES.

Ambergris, black.....(oz.)	20.00
" gray.....	25.00
Civet, horns.....	1.75-1.85
Cognac Spirit.....	2.70
Cumarin.....	3.55
Heliotropine.....	1.90
Musk, Cab, pods.....(oz.)	8.00
" " grain.....	15.00
" Tonquin, pods.....	18.00
" " grain.....	22.00
" Artificial, per lb.....	1.50
Orris Root, Florentine, whole.....	.12
Orris Root, powdered and granulated.....	.14
Talc, Italian.....	0.1½-0.1¾
Terpineol.....	.35-45
Thymol.....	1.85
Vanillin.....(oz.)	.33-35

ESSENTIAL OILS IN THE PHARMACOPOEIAS.

(Continued from page 141.)

zero, the solubility increases as well as the content in free alcohols.

From January to June the constants of petit-grain tend, in all proportions, in the same manner as do those of neroli.²

The influence of exterior conditions or the composition of vegetable matter is yet as little known as a whole, but the various scientific observations already made permit of affirming that these influences are of capital importance on the characteristics of the products derived therefrom, the essential oils, alkaloids, etc. We cite some facts relative to the latter as follows:

At the last International Congress of Applied Chemistry at London, 1909, Dr. Chevalier, who cultivates medicinal plants, made a communication of great interest, from which two conclusions are drawn:⁴

The variation of the amount of active product from the digitalis, gathered from one year to the other at the same place, is due principally to the variations of atmospheric conditions which have an effect on wild plants as well as on those grown under cultivation. The amount of active principle in belladonna leaves is above all a function of the manner in which the plant is affected by atmospheric conditions. The period of localizations of these principles can be modified in a certain number of cases.

The constants of an essential oil vary therefore with the

Index of saponification 30 to 55
Index to saponification after acetylation..... 120 to 150

It follows from this table that the annual limits of the index of saponification are sufficiently narrow to permit of the rejection of all oil from the petit-grain. While in the column of general limits this index varies 25 units, it varies but from 2 to 8.4 units for each year taken separately. It is necessary to make an exception for the year 1905: here the variation, it is true, is 17.5; but account must be taken of the sudden frost in January and April¹ which the orange trees had to endure. We have for several years, particularly in the annual reviews of published investigations on the Chemistry of Perfumes² insisted on the importance of these facts for the recognition, in a scientific manner, of essential oils. Also we are happy to see formulated the difficulties encountered in the estimation of essential oils by the "Notice of the Commission on Essential Oils and Aromatic Products" of the Congress for the Suppression of Frauds. Following our lead, the commission goes perhaps a step too far in saying: "To give a definition of an essential oil from a viewpoint, both honest and commercial, is a most delicate task, not to say impossible."

This is true for oils which have not been well investigated, but not for the others. We think that we have shown by our publication in the immediate past that the notions of "general" and "annual" limits permit of specifying all the essential oils if they be investigated for a number of consecutive years. An oil can be completely defined

	ANNUAL LIMITS.							
	1901.	1902.	1903.	1904.	1905.	1906.	1907.	1908.
Specific gravity at 15°.....	0.8763 to 0.8766	0.8734 to 0.8739	0.8724 to 0.8734	0.8721 to 0.8724	0.8736 to 0.8780	0.8732 to 0.8752	0.8722 to 0.8742	0.8722 to 0.8732
Optical rotation.....	+2° 50' to +4° 40'	+3° 50' to +5° 30'	+3° 20' to +4° 56'	+2° 20' to +7°	+2° 30' to +4° 30'	+4° 30' to +8° 10'	+4° 10' to +6° 50'	+4° to +7° 20'
Index of saponification.....	32.2 to 40.6	46.9 to 49.	28.7 to 39.2	26.6 to 35.	28.7 to 46.2	30.1 to 38.5	30.8 to 33.6	28.7 to 30.8
Index of saponification after acetylation.....	32.2 to 40.6	46.9 to 40.9	116.9 to 128.8	118.3 to 125.3	137.2 to 154.	142.8 to 157.5	130.2 to 135.1	140.7 to 142.8

geographical origin of the plant and with the atmospheric conditions during the flowering season, etc.

We now come to the notion of the limiting value of the constants of an essential oil. The limits which we qualify as general are given by the extreme values as found for these constants. To this conception of general limits we have proposed to add that of "annual limits." It is clear that the latter are of smaller variation than the former and specify with greater certitude as to the purity of an essential oil.

ANNUAL LIMITS.

In order to fix these ideas we give in the following table the annual limits of certain constants of essence of neroli, distilled by us at Cannes from 1901 to 1908 and the general limits as given by the majority of authors.

GENERAL LIMITS.

Specific gravity at 15°..... 0.8720 to 0.8800
Optical rotation +2° to +6°

¹P. Jeancard and C. Satie, *Revue Generale de Chimie Pure et Applique*, 1907, page 153.

²Chevalier, *Bulletin des Sciences, Pharmacologique* 1909, page 390.

by its general limits compiled for ten consecutive years, while the annual limits permit of pronouncing on its purity.

From these general considerations on the constants of essential oils we draw the following conclusions:

(1) The physico-chemical constants of essential oils oscillate between certain limits which depend on the atmospheric conditions at the time of maturity of the plant, on the place of culture, nature of the soil, etc.

(2) It is expedient to distinguish the general limits from the annual limits. The first permits of defining an essential oil, while by means of the second it is possible to pronounce on the purity of an oil.

(3) A Pharmacopœia which stands in authority for a decade can but give the general limits, which ought in reality to be the extreme values of the different constants of the essential oil, considered for a ten-year period.

¹P. Jeancard and C. Satie, *Revue Generale de Chimie Pure et Applique*, 1909, page 173; et *Bulletin de la Société Chimique de Paris*, 1903, page 994.

²P. Jeancard and C. Satie, *Revue Generale de Chimie Pure et Applique*, 1904, page 201, 1905 page 118, 1906 page 117, 1907 page 151, 1908 page 174, 1909 page 173.

(To be continued.)



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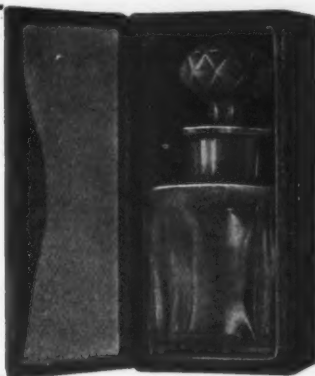
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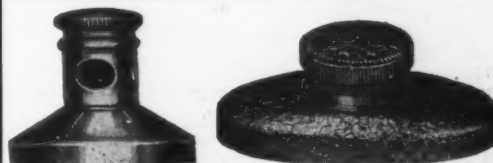
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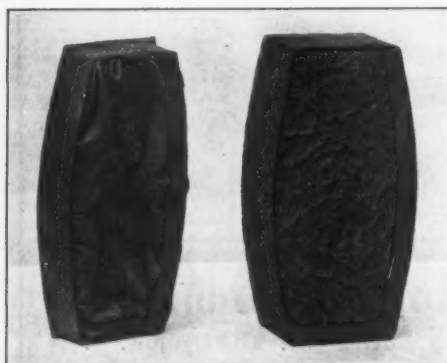
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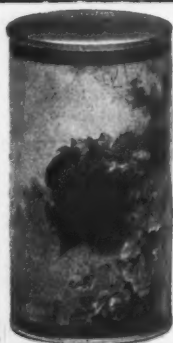
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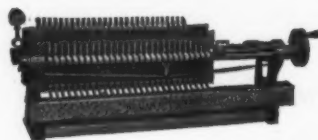
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The above engraving shows a round-shouldered face powder box $2\frac{3}{4}$ " in diameter. This and the $3\frac{1}{16}$ " size are most commonly used.

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